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QUESTION NO: 1

The marketing department of a company needs to analyze the forecast based on type of demand (large retailer versus specialty store) and item cost (low versus high).

After creating a segment group with demand class and product for segment granularity, what additional sequence of actions must they also perform to satisfy marketing?

- A.** Define four segments based on demand type and item cost, define each segment's criteria, execute segmentation, and use the selector tool to create a new table or graph.
- B.** Define four segmentation based on demand type and item cost, define each segment's criteria, execute segmentation, configure planning analytics to update the dimension catalog, and use the selector tool to create a new table or graph.
- C.** Define four segments based on demand type and item cost, execute segmentation, and use the selector tool to create a new table or graph.
- D.** Define two segments based on demand type and item cost, execute segmentation, and use the selector tool to create a new table or graph.

ANSWER: A

Explanation:

Define four segments based on demand type and item cost, define each segment's criteria, execute segmentation, and use the selector tool to create a new table or graph. This sequence creates the four required intersections of the two demand classes and two item-cost classifications. A segment group establishes the granularity dimensions that Oracle Demand Management uses for segmentation, but it does not itself define the business populations to analyze. Each segment must therefore have criteria that identify the applicable demand-class and product-cost combination.

After the criteria are defined, segmentation must be executed so that Oracle evaluates the criteria and assigns the relevant forecast data to the resulting segments. The completed segment results can then be exposed in a table or graph through the selector, enabling marketing to compare forecast behavior across each retailer/store and low/high-cost combination. This supports analysis at the requested business level while retaining the selected demand class and product granularity. Oracle describes segment groups, segment criteria, and running segmentation in its [Overview of Segmentation](#) documentation. For working with the resulting analysis views, see the Oracle [Overview of Tables and Graphs](#).

QUESTION NO: 2 - (SIMULATION)

As the planner, you have made some changes to a few of the specifications for items in your simulation sets. You would like to run one of your existing Demand and Supply Plans that contains this simulation set to see how these changes impact the plan.

Which option shows the steps you must complete in order to ensure that when you run your existing Demand and Supply plan, it contains your changes to the simulation set?

ANSWER: Check the explanation for the answer

Explanation:

Answer: Run the existing plan with **Refresh with current data** selected.

1. Save the changes made to the item specifications in the simulation set.
2. Open the existing Demand and Supply Plan that is already associated with that simulation set.
3. Select **Actions > Run** (or **Run Plan**).
4. In the run options, select **Refresh with current data**.
5. Submit the plan run.

The refresh is required because an existing plan can otherwise run using its previously saved input snapshot. Refreshing obtains the latest simulation-set changes before the plan is calculated, so the run reflects the revised item specifications. The simulation set does not need to be recreated; it remains associated with the plan.

QUESTION NO: 3

Which statement order is NOT true about how to effectively address demand at risk?

- A. Recommendations appear in one of these five categories (or tabs): Expedite Buy Orders. Expedite Planned Orders. Expedite Transfer Orders. Add Resource Availability, and Add Supplier Capacity.
- B. When you accept an expedite recommendation, the order is firm by using the expedite date as the firm date. So when the plan is run after accepting the recommendation, the planning process assumes the supply is available on the firm date.
- C. Be aware that recommendations to expedite buy orders not only include purchase orders and requisitions, but also planned buy orders.
- D. To maximize effort, use the Recommendations Summary graph and aim for a low number of recommendations with the associated at-risk demand value substantial enough to make a difference in demand fulfillment percentage.

ANSWER: A

Explanation:

“Recommendations appear in one of these five categories (or tabs): Expedite Buy Orders. Expedite Planned Orders. Expedite Transfer Orders. Add Resource Availability, and Add Supplier Capacity.” is the statement that is not true. Oracle Demand at Risk recommendations are grouped to help planners focus on the supply action that can mitigate the most consequential demand risks. The expedite categories distinguish the supply type that must be accelerated, including buy orders, transfer orders, and make orders. “Expedite Planned Orders” is not the applicable category in this set; planned buy supply is considered with expedite buy-order recommendations, while manufacturing supply is addressed through expedite make-order recommendations. This categorization matters because each recommendation type directs the planner to the relevant supply or capacity action, such as changing an existing supply date, increasing resource availability, or increasing supplier capacity. Reviewing the recommendations by their intended supply category lets the planner prioritize actions that improve the fulfillment of demand identified as at risk. Oracle’s demand-at-risk documentation describes using these recommendation categories and the Recommendations Summary to evaluate and address supply issues. See [Oracle: How You Address Demand at Risk](#) and [Oracle: Overview of Demand at Risk](#).

QUESTION NO: 4

A planner publishes order forecasts to key suppliers through Supply Chain Collaboration. As the item portfolio grows, publication takes longer and the collaboration candidate list includes many item-supplier combinations that have no meaningful forecast requirement.

Which two configuration actions should be taken? (Choose two.)

- A. Activate the setting to ignore zero forecast combinations.
- B. Activate the Ignore for Supplier Collaboration item attribute.
- C. Disable decomposition in the Publish Order Forecast process.
- D. Remove the approved supplier list assignments for items with zero forecast.
- E. Run the publish process without generating collaboration candidates.

ANSWER: A B

Explanation:

The setting to ignore zero forecast combinations prevents combinations with no forecast quantity from being included as collaboration candidates. This reduces both irrelevant candidates and the volume considered during publication.

The Ignore for Supplier Collaboration item attribute explicitly excludes items that should not participate in supplier collaboration. It is suitable for items that are not yet ready for external communication or are not intended to be planned with suppliers. Disabling decomposition would prevent normal order-forecast processing rather than selectively reducing irrelevant combinations.

QUESTION NO: 5

Which two statements are true regarding Planning Business Flows? (Choose two.)

- A. Inventory Planning cannot run in the Planning Business Flows.
- B. You can analyze and adjust data at any stage of the process.
- C. In automated plans, all release rules must be automatic.
- D. Demand and Supply Planning have to be run in separate business flows.
- E. Planners can set up automatic release rules or release orders manually as part of the plan execution.

ANSWER: B E

Explanation:

Planning Business Flows provide a coordinated framework for executing planning activities and reviewing results across the planning cycle. The statement "You can analyze and adjust data at any stage of the process" is correct because planners can review plan output, investigate exceptions or metrics, make appropriate data changes, and rerun relevant planning steps as needed. This supports iterative planning rather than treating execution as an unchangeable, single-pass process.

The statement "Planners can set up automatic release rules or release orders manually as part of the plan execution" is also correct. Business flows support controlled downstream execution of planning recommendations. Release rules can be configured to automate release for qualifying recommendations, while planners retain the ability to review recommendations and manually release orders when business judgment, approvals, or exceptions require intervention. This combination lets an organization automate routine actions without removing planner oversight for decisions that need it.

Oracle's Supply Planning documentation describes the planning process, plan results analysis, and release of planned orders: [Oracle Fusion Cloud Supply Planning documentation](#). See also the [Oracle Supply Chain Management Cloud documentation library](#) for current release-specific guidance.

QUESTION NO: 6

Which three statements are true about a drop ship validation organization? (Choose three.)

- A. It is the source for organization-item attributes when creating drop ship planned orders.
- B. It can be a Cost Organization.
- C. It is not required in order to use drop shipments.
- D. It cannot be an item organization.
- E. It is a proxy for the organization during the collections of drop ship sales orders and drop ship history.
- F. It can be an item organization.

ANSWER: A E F

Explanation:

A drop ship validation organization supplies the organization-item attributes that Oracle Planning requires when it creates and processes drop ship planned orders. Because drop ship transactions do not necessarily have the same inventory-organization context as a standard fulfillment flow, this organization provides the item-level validation context needed for planning data. It also acts as a proxy organization during collections of drop ship sales orders and drop ship history, allowing Planning to associate collected drop ship data with the appropriate organizational and item attributes. The designated validation organization can be an item organization, which makes its item definitions and planning-relevant attributes available for this purpose. Configure the organization as part of the drop ship setup for the applicable business unit and source-system planning flow so that collected demand and generated supply recommendations are evaluated consistently. Oracle describes this setup and its use in the [Drop Ship Validation Organization considerations](#) and the broader [Planning source systems documentation](#).

QUESTION NO: 7

During a client implementation, it is determined that an external forecast will need to be imported into Planning Central for use as a Demand Schedule in a Supply Plan.

What three steps must be executed to enable the successful load of the External Forecast file? (Choose three.)

- A. CSV file must be generated.
- B. Collect Planning Data Process must be run from Planning.
- C. Collect Legacy Data Process must be run from Planning.
- D. Load Interface File for Import Process must be run.
- E. Flat File must be zipped.

ANSWER: A D E

Explanation:

External forecasts are imported into Planning Central through the file-based data import flow. The source forecast must first be prepared as a CSV file in the format defined by Oracle's External Forecast FBDI template. CSV is the staging format that supplies the forecast attributes, including the forecast name, item, organization, date or time bucket, and forecast quantity, for import.

The completed CSV file must then be compressed into a ZIP archive. Oracle's import framework uses the ZIP archive as the upload package, allowing the file to be transferred and processed as an interface-file payload. Finally, the *Load Interface File for Import* scheduled process is used to upload the ZIP file to Oracle's content-management repository and initiate the appropriate import flow. Once processed, the imported forecast data is available for selection and use as a demand schedule in supply planning.

Oracle documents the file-based approach for external forecasts and the use of the interface-file upload process in its Planning Central implementation documentation. See [Import External Forecasts](#) and the [Oracle Planning Central documentation](#).

QUESTION NO: 8

Which type of data in the Supply Network Model is not collected, but is accessed through a view used by Planning?

- A. Supplier data
- B. Customer data
- C. Organization data
- D. Carrier data

ANSWER: D

Explanation:

Carrier data is correct because Oracle Supply Chain Planning does not bring carrier information into the planning data repository through the standard collection process. Instead, Planning accesses carrier-related information through a view. This design lets planning processes use the transportation carrier attributes that they need while continuing to reference the applicable source data rather than maintaining a separately collected carrier-data entity in the Supply Network Model. Understanding this distinction is important when diagnosing collection results: carrier information should not be expected among the usual entities loaded by targeted or net-change collections. Its availability to planning depends on the view that exposes the source information, rather than on a collection job that imports carrier records. Oracle's planning documentation describes the Supply Network Model as the collected planning representation of operational supply-chain data and identifies the data entities and collection behavior used by Planning. The Oracle Fusion Cloud SCM documentation is available

through the [Oracle Supply Chain & Manufacturing documentation library](#); see also Oracle's [Supply Chain Planning guides](#) for guidance on collecting data for planning.

QUESTION NO: 9

A manufacturer performs most operations internally but sends partially completed assemblies to a specialist supplier for heat treatment before completing the remaining operations in its own plant. The client needs Supply Planning to account for the time required at the third party from the manufacturing work definition.

Which fulfillment strategy should be used?

- A. Outside processing operations
- B. Contract manufacturing
- C. Back-to-back orders
- D. Drop shipments

ANSWER: A

Explanation:

Outside processing operations are appropriate when an internal manufacturing process includes a specific operation performed by a third-party supplier. The work definition identifies the outside-processing step, enabling planning to account for the required processing lead time while the manufacturer retains the broader production process.

Contract manufacturing is used when the external manufacturer produces the item in a contract manufacturing organization, rather than performing an operation within the internal work definition. Drop shipments and back-to-back orders address customer fulfillment flows, not an outsourced manufacturing operation.

QUESTION NO: 10

During implementation, the customer would like to use safety stock planning parameters. However, they would like to uncheck " Safety stock change interval to all items. " What will the results be if they choose to uncheck this parameter?

- A. Safety stock will not be calculated at all for this plan.
- B. This option will require a min/max quantity for this parameter even though it will not be used.
- C. Safety stock will use a smoothing method to calculate the safety stock within change interval to determine the level of safety stock needed without this parameter.
- D. Safety stock change interval will only apply to items with Days of Cover safety stock method.

ANSWER: D

Explanation:

When the setting to apply the safety stock change interval to all items is unchecked, the safety stock change interval is limited to items that use the Days of Cover safety stock method. Days of Cover safety stock is time-phased: Oracle Planning determines the quantity needed to cover demand for a specified number of days, and the change interval controls how frequently the calculated safety-stock target may change across the planning horizon. Restricting the interval in this way is useful because it preserves the intended behavior for Days of Cover items while allowing other safety-stock methods to use their own applicable calculation logic and planning attributes. The setting does not disable safety-stock planning; rather, it determines the scope in which the change-interval control is enforced. This supports a plan configuration in which Days of Cover safety stock is stabilized for defined periods without imposing that same interval behavior on every item regardless of safety-stock method. Oracle documents safety-stock methods and related planning behavior in its [Safety Stock Planning overview](#) and describes planning setup concepts in the [Manage Planning Parameters documentation](#).

QUESTION NO: 11

A demand-fulfillment manager is reviewing demand at risk. Some shortages cannot be resolved merely by moving an existing buy, make, or transfer order to an earlier date because the underlying supplier or manufacturing capacity is insufficient.

Which two recommendation categories address this type of constraint? (Choose two.)

- A. Add Resource Availability
- B. Expedite Buy Orders
- C. Add Supplier Capacity
- D. Expedite Make Orders
- E. Expedite Transfer Orders

ANSWER: A C

Explanation:

Add Resource Availability and Add Supplier Capacity are the demand-at-risk recommendation categories that address capacity constraints. The first focuses on increasing available internal manufacturing-resource capacity, while the second addresses insufficient capacity at a supplier.

Expedite buy, make, and transfer recommendations accelerate existing or planned supply actions. They are appropriate when an earlier date is feasible, but they do not add the supplier or resource capacity required when capacity itself is the limiting constraint.