Oracle Retail Price Management 13.2 Functional Implementer Essentials Exam Study Guide

Poornima Krishnan
Principal Curriculum Development Lead
Objective

Help you prepare to take the Oracle Retail Price Management 13.2 Functional Implementer Essentials (1Z0-454) Exam by providing pointers to resources that you can use in your preparation.

Targeted Audience

- Functional Implementers
- Candidates should have knowledge of Retail Price Management, foundation data, price changes, clearances, promotions, pricing strategies, set up and configuration, functional integration, and conflict checking tasks.
- Individuals who possess a strong foundation and expertise implementing the Oracle Retail 13.2 Price Management System.
- Up-to-date training and field experience are recommended.
Exam Topics & Objectives

Exam Topics
The Oracle Retail Price Management 13.2 Functional Implementer Essentials (1Z0-454) Exam consists of 9 topics:

1. RPM System Overview
2. Foundation Data
3. Price Changes
4. Clearances
5. Promotions
6. Pricing Strategy - Foundation
7. Set up and Configuration
8. Functional Integration
9. Conflict Checking Rules

Exam Objectives
The exam objectives are defined by learner or practitioner level of knowledge:

- **Learner-level**: questions require the candidate to recall information to determine the correct answer.

- **Practitioner-level**: questions require the candidate to derive the correct answer from the application of their knowledge, which can only be attained by extensive experience with the product.
Training Options

For each exam topic there have been identified alternative training options that are available at Oracle. The training options are divided into two categories:

• **Boot Camps**
  The Boot Camps are designed as a "jump start" training to enhance your skills by providing role-based training on industry-leading Oracle solutions and services. The boot camps are built as concise, intensive, and real-time training to give partners a competitive advantage as they prepare to build powerful solutions for their own customer base. Partners can choose to attend these boot camps in class or in a live virtual class format to maximize the effectiveness and the time allocated to training.

• **Instructor-Led Training**
  Partners can take any publicly-scheduled OPN and Oracle University courses. Benefit from hands on experience to gain real working skill and work toward Oracle certifications.

• **Online Training**
  Oracle Partners are entitled free access to the Oracle Knowledge Center (OUKC), a vast library of recorded product courses. New courses are regularly added to the library, providing partners with the latest information and training to master new products or to increase proficiency on the new releases.
Reference Materials

We recommend that partners preparing for the exam should also review the Retail Price Management Guided Learning Paths (GLPs) as well as attend the Oracle Retail Price Management Business Essentials 13.2 course to support their preparation to take the **Oracle Retail Price Management 13.2 Functional Implementer Essentials (1Z0-454) Exam**:

- **Instructor Led Training**
  Retail Price Management (RPM) Business Essentials 13.2

The following locations are useful for finding additional reference materials to be used:

- **Oracle eDelivery**
  Provides copies of software and current documentation found at: http://edelivery.oracle.com/

- **Oracle University**
  Provides on-line courses and information on available courses found at: http://education.oracle.com/

- **My Oracle Support**
  Provides access to patch sets and enables logging of technical system requests found at: https://support.oracle.com
Topic 1: RPM System Overview

Objectives:

- Explain how Retail Price Management (RPM) works as part of the Oracle Retail Footprint
- Describe other key applications in the Oracle Retail Merchandise Operations Management (MOM) Footprint
- Explain the Retail Reference Model and how to use it
- Explain price events used in RPM
- Explain price inquiry in RPM (margin calc, etc.)

Level

Learner

Training Options:

- Instructor Led Training
  Retail Price Management (RPM) Business Essentials 13.2

Sample Questions:

- Which of the following are executed by RPM?
  A. Weighted Average Cost
  B. Price Change
  C. Item Inventory
  D. Clearances
  E. Purchasing
  F. Promotion
Topic 2: Foundation Data

Objectives:
- Explain price zone structure
- Explain location moves
- Set up and maintain price zones
- Set up and maintain price guides
- Set up and maintain codes (i.e. link, market basket)
- Set up initial price
- Explain primary zone group

Level
Learner
Practitioner
Learner
Practitioner
Practitioner
Learner

Instructor Led Training
Retail Price Management (RPM) Business Essentials 13.2

Sample Questions:
The RPM Location Process Move Allows you to:

A. Range and Item to a Different Store
B. Move an item from a warehouse to a store
C. Move a location within the zone structure
D. Move a Location to a different warehouse group.
Topic 3: Price Changes

Objectives:

- Explain price changes used in RPM (types, multi-unit, etc.)
- Set up a price change with exclusions and exceptions
- Set up a vendor funded price change
- Set up a linked code price change
- Set up a multi unit price change
- Set up a regular unit price change
- Set up a price change using price guide
- Set up an emergency price change

Level

Learner
Practitioner
Practitioner
Practitioner
Practitioner
Practitioner
Practitioner
Practitioner

Training Options:

• Instructor Led Training
Retail Price Management (RPM) Business Essentials 13.2

Sample Questions:

• Which four types of price changing methods can be applied to the regular, vendor funded, and link code types of price changes?

  A. By amount
  B. By percent
  C. By matching another item price
  D. By fixed price
  E. By resetting POS price
  F. By reason
Topic 4: Clearances

Objectives:

- Explain clearances used in RPM (Learner)
- Set up a regular clearance (Practitioner)
- Set up a vendor funded clearance (Practitioner)
- Set up clearances with exclusions and exceptions (Practitioner)
- Set up clearance re-set (Practitioner)

Training Options:

- Instructor Led Training
  Retail Price Management (RPM) Business Essentials 13.2

Sample Question:

- A Vendor Funded Clearance can be supported by funds from which three of these entities?
  
  A. Supplier
  B. Manufacturer Sales Representative
  C. Distributor
  D. Wholesaler
  E. Vendor
Topic 5: Promotions

Objectives:

- Explain simple promotions used in RPM
- Explain threshold promotions used in RPM
- Explain multi-buy promotions used in RPM
- Explain finance promotions used in RPM
- Set up promotions with exclusions and exceptions
- Set up simple promotions in RPM
- Set up threshold promotions in RPM
- Set up multi-buy promotions in RPM
- Set up finance promotions in RPM

Level

Learner
Learner
Learner
Practitioner
Practitioner
Practitioner
Practitioner
Practitioner

Training Options:

- Instructor Led Training
  Retail Price Management (RPM) Business Essentials 13.2

Sample Question:

Which of the following examples represent a threshold promotion?

- A. 50% off on all v-neck
- B. Buy 4 pairs of leggings, and get 15% off
- C. Buy ABC hand mixer, and get a glass bowl for $20
- D. 50% markdown on T-shirts (except for navy)
Topic 6: Pricing Strategy - Foundation

Objectives:

- Set up promotion events and calendars
- Explain pricing strategy options used in RPM
- Explain candidate rules and aggregation levels used in RPM
- Explain worksheet usage and generation in RPM
- Set up pricing strategies in RPM
- Generate and use worksheets in RPM

| Level  | Practitioner | Learner | Learner | Practitioner | Practitioner |

Training Options:

- Instructor Led Training
  Retail Price Management (RPM) Business Essentials 13.2

Sample Question:

The retailer you are working with is setting up review periods for a pricing strategy in a calendar in RPM. The retailer wants to include both inclusion and exclusion candidate rules for the review period. How would you advise them to set this up in RPM?

- A. Multi-select Inclusion and Exclusion from the Rules drop-down list in the Review Period Setup area
- B. Select Both from the Rules drop-down list in the Review Period Setup area
- C. Select None from the Rules drop-down list in the Review Period Setup area
- D. Select either Inclusion or Exclusion candidate rules in the Review Period Setup area
Topic 7: Set up and Configuration

Objectives:

- Explain system options
- Explain reason codes used in RPM
- Explain security roles used in RPM
- Set up users and user roles
- Set up data security in RPM
- Set up workflow security in RPM
- Set up reason codes in RPM

Level

- Learner
- Learner
- Learner
- Practitioner
- Practitioner
- Practitioner
- Practitioner

Training Options:

- Instructor Led Training
Retail Price Management (RPM) Business Essentials 13.2

Sample Questions:

- Select the four types of values available to create a reason code?

  A. Clearance price
  B. Regular price
  C. Promotion price
  D. Link code
  E. Discount price
  F. Credit type
Topic 8: Functional Integration

Objectives:

• Explain RPM functional integration with POS  
• Explain RPM integration with RMS  
• Explain RPM integration with SIM

Level

Learner
Learner
Learner

Training Options:

• Instructor Led Training
Retail Price Management (RPM) Business Essentials 13.2

Sample Question:

• Which applications and direction indicate an existing integration with RPM for price changes, clearance price and promotions?

A. RPM → RPO  
B. RPM→RMS  
C. RMS→RPM  
D. POS→RPM
Topic 9: Conflict Checking Rules

Objectives:
- Explain conflict checking rules and resolution

Level
Learner

Training Options:

- Instructor Led Training
Retail Price Management (RPM) Business Essentials 13.2

Sample Question:

- In the Conflict Checking tab, which option, if checked, will bypass conflict check during price event submit.

  A. Unique UOM is used for all items
  B. Unique UOM to be used for all items
  C. Optional Conflict Checking During Submit Process
  D. Optional Conflict Checking During Complex Promotion Approval
Exam Registration

• **How to register for the exam?**
  You can register for all Oracle certification exams with [Pearson VUE](http://www.pearsonvue.com/oracle). Before a registration can be submitted, a Pearson VUE profile must be created using your Company ID. Your Company ID can be obtained by contacting your local Oracle Partner Business Center or by signing in to your OPN account. Your Company ID is located in the section on the right under "Company information".

  Please follow [these instructions](#) in order to properly set-up your Pearson VUE account for the first time.

• **Have you completed an Oracle Certification Exam in the past?**
  Due to systems enhancements, each partner who has completed an Oracle Certification Exam will need to update their Pearson VUE profile in order to receive credit and for those records to appear in the OPN Competency Center.

• **How to get full recognition as Certified Implementation Specialist?**
  To get full recognition as a Certified Implementation Specialist you need to:
  A. Update your Pearson VUE profile with your Company ID
  B. Activate your Certview Account

  Please follow [these instructions](#) and your records will be properly recorded.
SOFTWARE. HARDWARE. COMPLETE.