Oracle Retail Merchandise Planning and Optimization 13.3 Implementation Functional Essentials Exam Study Guide

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Objective & Audience

Objective
Help you prepare to take the Oracle Retail Merchandise Planning and Optimization 13.3 Implementation Functional Essentials (1Z0-496) Exam by providing pointers to resources that you can use in your preparation.

Targeted Audience

- Functional Implementers
- Candidates should have knowledge of Merchandise Financial Planning processes, Merchandise Financial Planning & Optimization and its use, Retail experience or experience with Merchandise Planning & Optimization application implementations
- Individuals who perform advanced or complex configuration tasks to support client business process needs for MPO solutions
- Up-to-date training and field experience are recommended.
Exam Topics & Objectives

Exam Topics
The Oracle Retail Merchandise Planning and Optimization 13.3 Implementation Functional Essentials (1Z0-496) Exam consists of 4 topics:

1. Planning Overview
2. Merchandise Financial Planning Solution
3. Cross Solution Functions
4. Configuration
5. Administration

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 Guided Learning Paths (GLPs) as well as take the in-class or online trainings below to support their preparation to take the Oracle Retail Merchandise Planning and Optimization 13.3 Implementation Functional Essentials (1Z0-496) Exam:

- **Boot Camp** - Introduction to RPAS Configuration
- **Oracle University Training**:
  - Merchandise Financial Planning (MFP) Product Overview Fusion UI Ed 1 OLC
  - 13.2 TOI: Retail Item Planning with Clearance Optimization Functional Overview
  - Category Management Product Overview Classic UI Ed 1 OLC

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

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Topic 1: Planning Overview

Objectives:
- Describe, at a high level, the functionality of Merchandise Financial Planning (MFP)

Recommended Training:
- **Boot Camp** - Introduction to RPAS Configuration
- **Oracle University Training** - Merchandise Financial Planning (MFP) Product Overview Fusion UI Ed 1 OLC

Sample Questions:
1. Which three key performance indicators are included as part of Merchandise Financial Planning?
   a) Gross Margin
   b) Sales and Markdowns
   c) Receipts and Inventory
   d) Labor and Transportation Costs
**Topic 2: Merchandise Financial Planning Solution**

**Objectives:**

<table>
<thead>
<tr>
<th>Objectives</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe the key capabilities of the solution</td>
<td>Learner</td>
</tr>
<tr>
<td>Apply accounting methodologies for Merchandise Financial Planning (MFP)</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe the roles involved in Merchandise Financial Planning (MFP)</td>
<td>Learner</td>
</tr>
<tr>
<td>Apply Merchandise Financial Planning (MFP) best practices</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe the versions used in Merchandise Financial Planning (MFP)</td>
<td>Learner</td>
</tr>
<tr>
<td>Describe the key performance indicators used in Merchandise Financial Planning (MFP)</td>
<td>Learner</td>
</tr>
<tr>
<td>Describe the usage and benefits of embedded forecasting</td>
<td>Learner</td>
</tr>
<tr>
<td>Apply the differences between forecasting units vs. retail</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Address cross channel planning</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe how Location Planning ties into Merchandise Financial Planning (MFP)</td>
<td>Learner</td>
</tr>
<tr>
<td>Apply In season tasks in Merchandise Financial Planning (MFP)</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe plan seeding behavior and sources</td>
<td>Learner</td>
</tr>
<tr>
<td>Describe which role(s) set and publish targets</td>
<td></td>
</tr>
<tr>
<td>Plan markdowns</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe the relationship between Receipts and Inventory</td>
<td>Learner</td>
</tr>
<tr>
<td>Calculate Gross Margin</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Calculate an Open to Buy</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Assess which plan versions are affected by approving plans</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Assess which plan versions are affected by submitting plans</td>
<td>Practitioner</td>
</tr>
</tbody>
</table>

**Recommended Training:**

- **Boot Camp** - Introduction to RPAS Configuration
- **Oracle University Training** - Merchandise Financial Planning (MFP) Product Overview Fusion UI Ed 1 OLC

**Sample Questions:**

1. As part of the Merchandise Financial Planning process, which role is typically responsible for managing and planning open-to-buy?
   - a) Strategic Planner
   - b) Manager
   - c) Bottom up Planner
   - d) Financial Planner
Topic 3: Cross Solution Functions

Objectives:

- Address multi-currency
- Lead a customer to correct decisions on In season versus Preseason tasks
- Assess capabilities within Merchandise Planning and Optimization (MPO) applications that Excel does not have
- Address VAT (value added tax)

Level
- Practitioner

Recommended Training:
- **Boot Camp** - Introduction to RPAS Configuration
- **Oracle University Training**:
  - Merchandise Financial Planning (MFP) Product Overview Fusion UI Ed 1 OLC
  - 13.2 TOI: Retail Item Planning with Clearance Optimization Functional Overview
  - Category Management Product Overview Classic UI Ed 1 OLC

Sample Questions:

1. Seeding is typically associated with which type of activity?
   a) Pre-Season
   b) Monthly Replanning
   c) Weekly Open-to-Buy Planning
   d) Post Season Analytics
# Topic 4: Configuration

**Objectives:**

<table>
<thead>
<tr>
<th>Measure Interaction</th>
<th>Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe measure interaction</td>
<td>Learner</td>
</tr>
<tr>
<td>Change order of operations within measures</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Set up hierarchies, alternate hierarchies, and dimensions</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Set up taskflows, activities and steps used in Fusion client</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Use wizards to support planning</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Describe the difference between using Classic Client and Fusion Client</td>
<td>Learner</td>
</tr>
<tr>
<td>Set up taskflows, activities and steps used in Fusion client</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Setup Custom Menu Options</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Set up extended measures</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Set up position queries and pre-ranging</td>
<td>Practitioner</td>
</tr>
<tr>
<td>Assess workbook design using profiles and windows</td>
<td>Practitioner</td>
</tr>
</tbody>
</table>

**Recommended Training:**

- **Boot Camp** - [Introduction to RPAS Configuration](#)

**Sample Questions:**

1. If a single RPAS calculation rule contains the respective expressions

   \[
   \text{Sales R} = \text{Sales U} \times \text{Sales Average Unit Retail} \\
   \text{Sales U} = \text{Sales R} / \text{Sales Average Unit Retail} \\
   \text{Sales Average Unit Retail} = \text{Sales R} / \text{Sales U}
   \]

   then what should change when the user changes only Sales at Retail (Sales R)?

   a) Sales U  
   b) Sales Average Unit Retail  
   c) Both Sales U and Sales Average Unit Retail  
   d) No other measures change
Topic 5: Administration

Objectives:
• Map weeks as a customer would expect
• Manage security processes
• Describe plan locking - OP version for example
• Manage alternate hierarchies
• Format workbooks for global use

Level
Practitioner
Practitioner
Learner
Practitioner
Practitioner

Recommended Training:
• Boot Camp - Introduction to RPAS Configuration

Sample Questions:
1. Users and security are managed in which RPAS Workbook?
   a) User Manager Workbook
   b) User Security Workbook
   c) Security Administration Workbook
   d) Administrator’s Workbook
Exam Registration

• **How to register for the exam?**
  You can register for all Oracle certification exams with Pearson VUE
  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](http://www.pearsonvue.com/oracle) 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](http://www.pearsonvue.com/oracle).

• **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](http://www.pearsonvue.com/oracle) and your records will be properly recorded.
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