Safe Harbor Statement

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Content Subject to Change

The information in this presentation is correct as of the presentation date. However, Oracle Sales Cloud continues to evolve and software patches are applied frequently; therefore this information is subject to change. Check with your Oracle Representative for updates.

This content is not warranted to be error-free.



Topics

- Forecast Dependencies
- Forecast Administration
- Tips for Success

Forecasting

- The application has no default settings for forecasting in the as-delivered application.
  - You must set up certain options to enable forecasting.
  - Once defined, the forecasting processing is automatic. For example:
    - Forecast items are automatically generated.
    - Opportunity revenue items and forecast items are automatically synchronized.



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