

# Oracle Sales Cloud: Admin Overview

## Initial Setup Tasks

Profile Values and Lookups

Manage Users

Manage Accounts and Activities

Contacts and Households

Leads and Opportunities

- Assessments
- Sales Methods and Sales Stages
- Sales Coach

## Multiple Business Units

Sales Performance Management

- Territories
- Forecasts
- Quota Management
- Incentive Compensation

## Import/Export Basics

Other Administration Topics

- Data visibility
- Create saved searches
- Auditing
- Mobile application administration