

# 2026 Exam 1z0-1108-2 Study Guide | Pass-Sure Oracle 1z0-1108-2 Interactive Course: Oracle Sales Business Process Foundations Associate Rel 2



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## Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Order to Close Opportunit: This section evaluates the expertise of Sales Closers and Deal Managers in finalizing sales opportunities and managing orders. It includes configuring approval workflows, tracking closure metrics, and ensuring seamless handoff to fulfillment teams.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Sales Play to Key Account Opportunity: This section measures the skills of Key Account Managers and Account Executives in executing targeted sales strategies to identify and manage key account opportunities. It focuses on customizing sales approaches, leveraging Oracle Sales analytics for account prioritization, and aligning sales efforts with customer needs.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Opportunity to Quote: This section evaluates the expertise of Sales Operations Specialists and Quotation Specialists in generating quotes from qualified opportunities. It covers configuring quote templates, pricing rules, and integrating quotes with Oracle CPQ tools for streamlined sales processes.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• Sales Order to Subscription: This domain tests the knowledge of Subscription Managers and Customer Success Specialists in transitioning sales orders into subscription models. It covers setting up recurring billing, managing subscription lifecycles, and ensuring ongoing customer satisfaction.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• Opportunity to Forecast: This domain tests the knowledge of Sales Forecasters and Revenue Analysts in translating opportunities into accurate sales forecasts. It includes configuring forecasting methods, analyzing pipeline health, and using Oracle Sales tools to predict revenue outcomes effectively.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• Version with Bullet Points: Acquiring Life Cycle: This section of the exam measures the skills of Sales Process Analysts and CRM Specialists in understanding the initial stages of the sales process.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• Vendor Lead to Channel Opportunity: This section evaluates the expertise of Channel Sales Managers and Partner Relationship Managers in handling vendor-generated leads and converting them into channel opportunities. It covers configuring partner portals, tracking channel opportunities, and aligning vendor and partner workflows.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• Channel Lead to Vendor Opportunity: This domain tests the knowledge of Partner Account Managers and Sales Coordinators in converting channel leads into vendor opportunities. It includes collaboration workflows, partner performance tracking, and integrating channel activities with vendor sales processes.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>• Converting Life Cycle: This section evaluates the expertise of Lead Conversion Managers and Sales Representatives in transitioning prospects into qualified leads and opportunities. It emphasizes techniques for nurturing leads through personalized engagement strategies and aligning these processes with Oracle Sales automation features.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>• Acquiring Life Cycle: This section of the exam measures the skills of Sales Process Analysts and CRM Specialists in understanding the initial stages of the sales process. It covers identifying and engaging potential customers, focusing on strategies for acquiring new prospects, and converting them into leads. This includes leveraging social media and other channels to generate interest and capture leads effectively.</li> </ul>
Topic 11	<ul style="list-style-type: none"> <li>• Lead Management from Lead to Opportunity: This section measures the skills of Lead Administrators and Sales Pipeline Managers in managing leads and converting them into opportunities. It includes setting up lead scoring, assigning leads to sales teams, and ensuring seamless handoff from marketing to sales.</li> </ul>
Topic 12	<ul style="list-style-type: none"> <li>• Lead Generation from Social Prospect to Lead: This domain tests the knowledge of Social Media Managers and Sales Operations Specialists in transforming social media interactions into actionable leads. It covers using Oracle Sales tools to track, categorize, and prioritize social leads for efficient conversion.</li> </ul>

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## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q14-Q19):

### NEW QUESTION # 14

Which two job roles are involved in the Convert Lead to Opportunity process?

- A. Sales Manager
- B. Channel Sales Manager
- C. Partner Sales Representative
- D. Channel Account Manager

- E. Sales Representative

**Answer: A,E**

Explanation:

In Oracle CX Sales, the Convert Lead to Opportunity process involves operational and oversight roles. The "Sales Manager" (C) supervises the conversion, ensuring quality. The "Sales Representative" (D) executes it, qualifying and converting leads. The "Partner Sales Representative" (A) and "Channel Account Manager" (B) are channel-specific, while the "Channel Sales Manager" (E) focuses on channel strategy, not direct conversion. The corrected answer (Ans: 3, 4) fits Oracle's standard sales process.

#### NEW QUESTION # 15

In the Sales Play to Key Account process, which four key account values can be used to segment key accounts?

- A. Frequent Business
- B. Account Age
- C. Growth Potential
- D. Commitment
- E. Global Reach
- F. Goal Alignment
- G. Profitability

**Answer: A,C,D,F**

Explanation:

The Sales Play to Key Account process in Oracle CX Sales involves segmenting key accounts based on strategic value. "Goal Alignment" (C) assesses how well the account's objectives match the vendor's offerings. "Growth Potential" (D) evaluates future revenue opportunities. "Commitment" (F) measures the account's loyalty or partnership strength. "Frequent Business" (G) indicates transaction consistency, a key metric for prioritization. "Account Age" (A), "Global Reach" (B), and "Profitability" (E) are relevant but less emphasized in Oracle's key account segmentation compared to these four, which focus on relationship and potential. The answer (Ans: 3-4-6-7) reflects Oracle's account planning focus.

#### NEW QUESTION # 16

Opportunities can be categorized based on different product groups, service lines, geographies, industries, and more. What is the term for this categorization?

- A. Revenue Collection
- B. Sales Group
- C. Opportunity Grouping
- D. Sales Forecast
- E. Sales Pipeline

**Answer: C**

Explanation:

In Oracle CX Sales, categorizing opportunities by attributes like product groups or geographies is called "Opportunity Grouping" (E), a term for segmentation analysis. "Sales Group" (A) refers to teams. "Sales Pipeline" (B) tracks progress, not categories. "Revenue Collection" (C) is unrelated. "Sales Forecast" (D) predicts revenue, not categorization. The answer (Ans: 5) matches Oracle's terminology.

#### NEW QUESTION # 17

In the Channel Lead to Vendor Opportunity process, in your organization, Sam is a Partner Sales Representative, Tina is a Partner Sales Manager, Victoria is a Channel Account Manager, and Walter is the Channel Vice President. Who has the responsibility of assigning an opportunity to Sam?

- A. Walter
- B. Tina
- C. Sam himself
- D. Victoria

**Answer: D**

Explanation:

In the Channel Lead to Vendor Opportunity process, the "Channel Account Manager" (A), Victoria, assigns opportunities to partners like Sam, the Partner Sales Representative, ensuring alignment with vendor goals. "Walter" (B), Channel VP, is too senior. "Tina" (C), Partner Sales Manager, oversees Sam but doesn't assign from the vendor side. "Sam himself" (D) doesn't self-assign. The answer (Ans: 1, corrected from 4) reflects Oracle's channel assignment role.

#### NEW QUESTION # 18

Which are the three initial factors to be considered for forecasting output?

- A. Win Probability
- B. Sales Stages
- C. Close Date
- D. Estimated Commission

**Answer: A,B,C**

Explanation:

Forecasting output in Oracle CX Sales relies on initial factors that predict revenue. "Win Probability" (B) estimates success likelihood, weighting the forecast. "Sales Stages" (C) show pipeline position, affecting timing and certainty. "Close Date" (D) determines when revenue is expected, critical for period-based forecasts. "Estimated Commission" (A) is a sales incentive, not a direct forecasting factor. The answer (Ans: 2, 3, 4) reflects Oracle's focus on probability, stage, and timing in forecasting.

#### NEW QUESTION # 19

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