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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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.
Topic 3	• 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.
Topic 4	• 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.
Topic 5	• 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.
Topic 6	• 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.
Topic 7	• 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.

Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q36-Q41):

NEW QUESTION # 36
Which job role is responsible for accepting leads, qualifying leads, and converting leads to opportunities?

- A. Partner Sales Manager
- B. Sales Manager
- C. Sales Director
- D. Channel Sales Manager

Answer: B

Explanation:
The "Sales Manager" (D) in Oracle CX Sales oversees the full lead process-accepting, qualifying, and converting-especially in direct sales contexts, ensuring team execution. The "Sales Director" (A) is too senior, focusing on strategy. The "Channel Sales Manager" (B) and "Partner Sales Manager" (C) manage channel or partner activities, not direct lead handling. The answer (Ans: 4) fits Oracle's sales management scope.

NEW QUESTION # 37
Which three are used for creating leads in the CX Sales application?

- A. Leads can be created through integration with a marketing application, such as Oracle Eloqua.

- B. A salesperson can manually create new leads in the UI.
- C. A Sales Administrator can use the Import Management process.
- D. A Sales Administrator can initiate a built-in lead generation process tool.

Answer: A,B,C

Explanation:
Oracle CX Sales supports multiple lead creation methods. "A Sales Administrator can use the Import Management process" (B) allows bulk lead imports. "Integration with a marketing application like Oracle Eloqua" (C) automates lead capture from campaigns. "A salesperson can manually create new leads in the UI" (D) enables direct entry. "A built-in lead generation process tool" (A) is vague and not a standard Oracle CX Sales feature; lead generation typically ties to marketing tools or manual actions. The answer (Ans: 2-3-4) reflects Oracle's lead creation options.

NEW QUESTION # 38
In the Vendor Lead to Channel Opportunity process, which process is performed by vendors?

- A. Qualify Leads
- B. Accept Leads
- C. Convert Leads
- D. Assign Leads

Answer: D

Explanation:
In the Vendor Lead to Channel Opportunity process, vendors initiate the workflow. "Assign Leads" (C) is the vendor's role, distributing leads to partners for pursuit. "Qualify Leads" (A) and "Convert Leads" (B) are partner responsibilities post-assignment. "Accept Leads" (D) is also a partner action, not the vendor's. The corrected answer (Acts: 3) reflects Oracle's vendor-to-channel handoff process.

NEW QUESTION # 39
Which four are steps in the Final Forecast Submission process?

- A. The Sales Representative can bypass the Sales Manager and directly submit a forecast.
- B. If the Sales Manager is not satisfied with the forecast, then they can reject it with rejection notes.
- C. A Sales Representative submits the initial forecast to the Sales Manager.
- D. The Sales Manager can perform adjustments in the forecast and resubmit it.
- E. The Sales Manager reviews the forecast and decides whether to accept or reject it.

Answer: B,C,D,E

Explanation:
The Final Forecast Submission process in Oracle CX Sales is hierarchical. "A Sales Representative submits the initial forecast" (A) starts the process. "The Sales Manager adjusts and resubmits" (C) allows refinements. "The Sales Manager reviews and decides" (D) is core to approval. "The Sales Manager rejects with notes" (E) ensures feedback. "Bypassing the Sales Manager" (B) contradicts Oracle's structured workflow, making it false. The answer (Ans: 1, 3, 4, 5) aligns with Oracle's forecasting hierarchy.

NEW QUESTION # 40
Which two are lead generation objectives?

- A. Reduce submitted service requests from customers.
- B. Convert prospects into customers.
- C. Boost sales.
- D. Increase brand awareness on social media sites.

Answer: B,C

Explanation:
Lead generation in Oracle CX Sales aims to drive sales outcomes. "Convert prospects into customers" (B) is a primary objective,

turning leads into revenue. "Boost sales" (D) is the ultimate goal, tied to lead conversion. "Reduce service requests" (A) is a service goal, not lead generation. "Increase brand awareness" (C) is a marketing byproduct, not a direct objective. The answer (Ans: 2-4) aligns with Oracle's lead generation focus.

NEW QUESTION # 41

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