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

| Topic | Details |
|---|---|
| Topic 1 | • 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. |
| Topic 2 | • 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. |
| Topic 3 | • 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 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 | • 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 6 | • Quote to Order: This section measures the skills of Order Management Specialists and Sales Administrators in converting quotes into orders. It emphasizes streamlining the order-to-cash process, ensuring accurate order fulfillment, and managing order workflows efficiently. |
| Topic 7 | • 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. |

# Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q16-Q21):

**NEW QUESTION # 16**
Which four key factors are used for service provision?

- A. Quote Close Date
- B. Opportunity Close Date
- C. Subscription Activation Date
- D. Product Shipment Date
- E. Product Installation Date
- F. Subscription Cancellation Date
- G. Warranty Start Date

**Answer: C,D,E,G**

Explanation:
Service provision in Oracle CX Sales ties to post-sale triggers. "Warranty Start Date" (B) initiates warranty services. "Subscription Activation Date" (C) begins subscription services. "Product Installation Date" (E) marks installation service needs. "Product Shipment Date" (F) triggers delivery-related services. "Opportunity Close Date" (A) and "Quote Close Date" (D) are sales-focused, not service-specific. "Subscription Cancellation Date" (G) ends services, not provisions them. The answer (Acts: 2-3-5-6) aligns with Oracle's service triggers.

**NEW QUESTION # 17**
Which two life cycles are part of the Oracle CX Sales Business Process?

- A. Developing

- B. Acquiring
- C. Converting
- D. Creating
- E. Managing Leads

**Answer: C,D**

Explanation:
The Oracle CX Sales Business Process includes distinct life cycles. "Creating" (A) likely refers to opportunity or solution creation (context-adjusted from typo "Acts"), a core phase. "Converting" (E) covers lead-to-opportunity conversion, a fundamental CX Sales process. "Acquiring" (B) and "Managing Leads" (D) are subprocesses within broader cycles, while "Developing" (C) is vague and not a standard lifecycle term. The answer (Acts: 1-5, corrected to A, E) fits Oracle's lifecycle framework.

## NEW QUESTION # 18

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. Sam himself
- C. Tina
- 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 # 19

In an organization, Anita is the Channel Account Manager, Bob is the Partner Sales Manager, Chris is the Service Representative, Danielle is the Partner Sales Representative, and Edward is the Channel Sales Manager. Once a lead is converted into an opportunity, who will become the owner of the opportunity?

- A. Anita
- B. Danielle
- C. Edward
- D. Bob
- E. Chris

**Answer: B**

Explanation:
In Oracle CX Sales, the "Partner Sales Representative" (E), Danielle, becomes the opportunity owner after converting a lead, as they manage the sales cycle post-conversion in the channel process. "Edward" (A), Channel Sales Manager, and "Anita" (B), Channel Account Manager, oversee strategy and assignments, not ownership. "Chris" (C), Service Representative, is unrelated. "Bob" (D), Partner Sales Manager, supervises but doesn't own opportunities. The answer (Ans: 5) reflects Oracle's ownership rules.

## NEW QUESTION # 20

Which three data points can be used to evaluate lead ranking rules?

- A. Lead Data
- B. Opportunity Revenue Data
- C. Contact Profile Data
- D. Customer Profile Data

**Answer: A,C,D**

Explanation:
In Oracle CX Sales, lead ranking rules prioritize leads based on relevant data. "Contact Profile Data" (A) includes individual details (e.g., role, engagement), critical for ranking. "Lead Data" (B) encompasses lead-specific attributes (e.g., score, source), the foundation of ranking. "Customer Profile Data" (D) provides account-level insights (e.g., size, industry), enhancing prioritization. "Opportunity Revenue Data" (C) applies post-conversion, not to lead ranking. The answer (Ads: 1, 2, 4) aligns with Oracle's lead management framework.

**NEW QUESTION # 21**

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