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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q30-Q35):

NEW QUESTION # 30
Which of the following is a common use case for email marketing in Oracle Eloqua?

- A. Lead scoring and nurturing campaigns
- B. Social media management
- C. Mobile app development
- D. Customer relationship management

Answer: A

Explanation:
Oracle Eloqua is a marketing automation tool that is commonly used for lead generation and nurturing campaigns. With Eloqua,

marketers can track user behavior, score leads based on their interactions, and automate personalized email campaigns to nurture leads through the sales pipeline.

NEW QUESTION # 31
Which of the following is a benefit of integrating Oracle Eloqua with a CRM system?

- A. Enhanced prospect tracking and reporting
- B. Improved lead nurturing and scoring
- C. Streamlined data synchronization and management
- D. All of the above

Answer: D

Explanation:
Integrating Oracle Eloqua with a CRM system provides several benefits. Firstly, it allows for improved lead nurturing and scoring by providing a more complete view of the prospect's behavior and engagement. Secondly, it enhances prospect tracking and reporting by capturing data from both Eloqua and the CRM system, providing a holistic view of each prospect's journey. Lastly, it streamlines data synchronization and management by keeping the data consistent between the two systems, eliminating manual data entry and reducing errors. 2)

NEW QUESTION # 32
Which of the following is a key configuration requirement of closed-loop reporting in Oracle Eloqua?

- A. Creating email campaigns with dynamic content
- B. Enabling tracking scripts on web pages
- C. Integrating Eloqua with third-party CRM systems
- D. Adding HTML forms to landing pages

Answer: C

Explanation:
Closed-loop reporting involves tracking leads from initial engagement to final conversion in order to measure the effectiveness of marketing efforts. To accomplish this, Eloqua needs to be integrated with the organization's customer relationship management (CRM) system. This integration allows for the transfer of lead data from Eloqua to CRM and vice versa, enabling the tracking and reporting of lead activity throughout the entire marketing and sales funnel.

NEW QUESTION # 33
Which functionality in Eloqua allows you to enhance data through third-party integrations?

- A. Form submission actions
- B. Data export options
- C. Data cleansing tools
- D. Program Builder

Answer: C

Explanation:
Data cleansing tools in Eloqua, such as third-party integration services, allow you to enhance data by validating, cleaning, and enriching it with information from external sources. These tools help ensure data accuracy and completeness by cross-referencing and updating your data with external databases or services.

NEW QUESTION # 34
Which of the following actions can be performed on a custom object in Oracle Eloqua?

- A. Define custom business rules for data validation.
- B. Create a custom data object service.

- C. Delete all records in the object.
- D. Modify the default field labels.

Answer: D

Explanation:
In Oracle Eloqua, administrators can modify the default field labels of a custom object to match their organization's terminology or requirements. This customization helps improve user understanding and aligns the object's data structure with specific business needs.

NEW QUESTION # 35
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