

1z0-1108-2認證考試解析 - 1z0-1108-2考古題推薦



Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
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問題 #36

Which four key factors are used for service provision?

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

答案: A,D,E,F

解題說明:

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.

問題 #37

Select the correct statement regarding lead score and lead rank.

- A. Lead rank and score are independently determined.
- B. Lead rank is based on lead score.
- C. Lead score is always based on allocation of budget.
- D. Lead score is based on lead rank.

答案: B

解題說明:

In Oracle CX Sales, "Lead score" is a numerical value from qualification templates, reflecting lead quality. "Lead rank" is a priority tier derived from that score. Thus, "Lead rank is based on lead score" (D) is correct. "Lead score based on lead rank" (A) reverses the relationship. "Always based on budget" (B) is false, as scores use multiple criteria. "Independently determined" (C) ignores their interdependence. The answer (Acts: 4) aligns with Oracle's scoring and ranking logic.

問題 #38

Which two life cycles are part of the Oracle CX Sales Business Process?

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

答案: A,B

解題說明:

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.

問題 #39

Which two statements are true about the lead conversion process?

- A. When a lead is converted, the status of the lead is changed to Converted.
- B. Sales account, product, and revenue information are passed on to the new opportunity.

- C. A lead can be automatically converted to an opportunity through the qualification process.
- D. When a lead is converted, the status of the lead is changed to Closed.

答案：A,B

解題說明：

In Oracle CX Sales, "Sales account, product, and revenue information are passed on" (A) is true, as these details populate the opportunity. "Status changed to Converted" (C) is also true, marking the lead's transition. "Automatically converted through qualification" (B) can occur with rules, but isn't universally true without configuration. "Status changed to Closed" (D) is false; "Converted" is distinct from "Closed" (e.g., Retired). The answer (Ans: 1, 3) aligns with Oracle's lead lifecycle.

問題 #40

Which four job roles participate in the Acquiring Life Cycle?

- A. Marketing Manager
- B. Sales Representative
- C. Lead Specialist
- D. Channel Manager
- E. Sales Manager
- F. Marketing Vice President

答案：B,C,D,E

解題說明：

The Acquiring Life Cycle in Oracle CX Sales focuses on lead generation and early engagement. The "Channel Manager" (B) drives partner-led acquisition. The "Sales Manager" (C) supervises the process. The "Sales Representative" (D) engages prospects. The "Lead Specialist" (F) manages lead generation and qualification. The "Marketing Vice President" (A) and "Marketing Manager" (E) are strategic, not operational, roles in this cycle. The corrected answer (Ans: 2, 3, 4, 6) aligns with Oracle's acquisition workflow.

問題 #41

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一生輾轉千萬裏，莫問成敗重幾許，得之坦然，失之淡然，與其在別人的輝煌裏仰望，不如親手點亮自己的心燈，揚帆遠航。Testpdf Oracle的1z0-1108-2考試培訓資料將是你成就輝煌的第一步，有了它，你一定會通過眾人都覺得艱難無比的Oracle的1z0-1108-2考試認證，獲得了這個認證，你就可以在你人生中點亮你的心燈，開始你新的旅程，展翅翱翔，成就輝煌人生。

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