

1Z0-1161-1受験料、1Z0-1161-1練習問題



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Oracle 1Z0-1161-1 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none">• OMBPs for CX Sales: This section of the exam measures the skills of OGL Administrators and focuses on the sales process within Oracle Modern Best Practice. It explains the journey from lead generation to a successfully closed opportunity, ensuring a structured and efficient sales workflow. The design aspects and important considerations for implementing CX Sales OMBPs are discussed to help organizations streamline sales operations. Additionally, key performance metrics are described, offering a way to measure and track the success of CX Sales OMBPs.
トピック 2	<ul style="list-style-type: none">• Oracle Cloud Applications and Oracle Modern Best Practice (OMBP): This section of the exam measures the skills of OGL Administrators and covers the offerings and capabilities of Oracle Cloud Applications. It explains how Oracle Cloud solutions help businesses streamline operations, enhance customer experience, and improve decision-making. The key features of the Oracle CX suite are outlined, providing insight into its role in customer engagement. Additionally, it explains how data flows between various CX Modern Best Practices (OMBPs) to ensure seamless integration and operational efficiency.
トピック 3	<ul style="list-style-type: none">• OMBPs for CX Sales Performance Management: This section of the exam measures the skills of Training and Learning Managers and covers sales performance management using OMBPs. It explains the process from designing a compensation plan to making participant payments, ensuring sales teams are effectively rewarded. The section highlights key considerations and takeaways for implementing CX Sales Performance OMBPs to optimize incentive structures. Furthermore, the key metrics used to measure the success of these OMBPs are described, helping organizations track and refine their compensation strategies.
トピック 4	<ul style="list-style-type: none">• OMBPs for CX Service: This section of the exam measures the skills of OGL Administrators and focuses on customer service processes within Oracle Cloud. It explains the process from initial customer contact to service resolution, ensuring efficient and timely handling of customer inquiries. The design considerations and important takeaways for CX Service OMBPs are discussed, helping businesses improve their service operations. Additionally, key metrics are outlined to measure the successful execution of CX Service OMBPs, ensuring high-quality customer support and satisfaction.

トピック 5	<ul style="list-style-type: none"> • Oracle Cloud Success Navigator and Oracle Cloud Quality Standards: This section of the exam measures the skills of Training and Learning Managers and focuses on optimizing cloud adoption. It explains the importance of Cloud Success Navigator and Cloud Quality Standards in ensuring smooth implementation and ongoing optimization of Oracle Cloud solutions. The section also describes how OMBPs are embedded within Oracle Cloud and applied with Starter Configuration to create an efficient and scalable cloud environment.
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>> 1Z0-1161-1受験料 <<

1Z0-1161-1練習問題、1Z0-1161-1試験資料

おそらく、あなたはゲームをするのに多くの時間を無駄にしたでしょう。関係ありません。変更するのに遅すぎることはありません。過去を後悔する意味はありません。1Z0-1161-1試験資料は、希望する1Z0-1161-1認定を取得するのに役立ちます。1Z0-1161-1学習教材を学習した後、あなたは大きく変わります。また、あなたは人生について前向きな見方をします。全体として、すべての幻想を捨て、勇敢に現実に立ち向かいます。1Z0-1161-1模擬試験が最高のアシスタントになります。あなたは世界で最高でユニークです。新たな挑戦に直面するだけで自信を持ってください！

Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 認定 1Z0-1161-1 試験問題 (Q19-Q24):

質問 # 19

What is the primary function of the Available to Promise (ATP) process in Oracle Fusion Cloud SCM?

- A. To guarantee same-day shipping for all orders.
- B. To manage only supplier payments without impacting inventory levels.
- **C. To ensure product availability commitments based on inventory and supply constraints.**
- D. To eliminate the need for demand forecasting.

正解: C

解説:

The Available to Promise (ATP) process in Oracle Fusion Cloud SCM ensures reliable order fulfillment. Its primary function is to ensure product availability commitments based on inventory and supply constraints.

Process: Calculates available stock and supply (e.g., on-hand inventory, planned production) against demand to provide accurate delivery promises.

Benefit: Enhances customer trust with realistic commitments.

Option A (No Forecasting): ATP relies on forecasts, not eliminates them.

Option C (Payments): Unrelated to supplier payments.

Option D (Same-Day): Not feasible for all orders; focuses on accuracy.

Oracle Fusion Cloud SCM documentation, like "Order Management Guides," details ATP's role in availability commitments.

質問 # 20

Which metric is critical in understanding the impact and effectiveness of the Incentive Plan to Seller Earnings OMBP in Oracle Fusion Cloud CX Sales Performance?

- A. Manager Satisfaction with the Incentive Structure, which captures the sales team's performance and earnings.
- **B. Sales Quota Attainment, which demonstrates the direct correlation between incentives and sales performance.**
- C. Total Number of Incentive Plans Offered, which captures the quality and effectiveness of the incentives in driving sales.

正解: B

解説:

The Incentive Plan to Seller Earnings OMBP aims to motivate sales reps through compensation tied to performance. The critical metric for understanding its impact and effectiveness is Sales Quota Attainment, which demonstrates the direct correlation between incentives and sales performance.

Sales Quota Attainment: Tracks how well reps meet or exceed targets, directly reflecting whether incentives drive desired behaviors and results.

It ties earnings to measurable sales outcomes, validating the OMBP's success in aligning compensation with business goals.

Option A (Number of Plans): Quantity of plans doesn't indicate their quality or impact on performance.

Option C (Manager Satisfaction): Subjective satisfaction lacks the precision of performance-based metrics.

Oracle Fusion CX Sales Performance documentation, including "Incentive Compensation Guides," highlights quota attainment as a primary measure of incentive effectiveness.

質問 # 21

How can the Incentive Plan to Seller Earnings OMBP in Oracle Fusion Cloud CX Sales Performance be evaluated for its success?

- A. Measure the impact of incentives on sales representative performance and earnings by analyzing sales metrics, such as revenue growth and deal size.
- B. Assess the complexity of the incentive plans to track actual sales results and representative earnings.
- C. Count the number of incentive plans created and measure their effectiveness in motivating and improving sales performance.

正解: A

解説:

The Incentive Plan to Seller Earnings OMBP aims to boost sales through compensation strategies. Its success is best evaluated by measuring the impact of incentives on sales representative performance and earnings by analyzing sales metrics, such as revenue growth and deal size.

Metrics Focus: Revenue growth and deal size directly reflect how incentives drive performance and earnings, aligning with business goals.

Comprehensive Evaluation: Ties incentives to measurable outcomes, ensuring effectiveness is quantifiable.

Option A (Complexity): Complexity doesn't measure results.

Option B (Plan Count): Quantity doesn't guarantee impact.

Oracle Fusion CX Sales Performance documentation, like "Incentive Compensation Guides," emphasizes sales metrics for success evaluation.

質問 # 22

What is the purpose of the Global Order Promising feature in Oracle Fusion Cloud SCM?

- A. To provide real-time order commitment dates based on supply and demand constraints.
- B. To guarantee same-day delivery for all orders.
- C. To focus only on local inventory availability.
- D. To eliminate the need for supplier collaboration.

正解: A

解説:

The Global Order Promising (GOP) feature in Oracle Fusion Cloud SCM ensures accurate order fulfillment planning. Its purpose is to provide real-time order commitment dates based on supply and demand constraints.

Functionality: GOP analyzes global inventory, production capacity, and supplier lead times to calculate realistic delivery dates.

Benefit: Enhances customer satisfaction by setting reliable expectations in real-time.

Option A (No Collaboration): GOP integrates supplier data, not eliminates it.

Option C (Same-Day Guarantee): Unrealistic and not its purpose.

Option D (Local Focus): GOP considers global, not just local, constraints.

Oracle Fusion Cloud SCM documentation, such as "Order Management Guides," details GOP's real-time promising capability.

質問 # 23

What is the primary function of the Knowledge Gap to Deliver Resolution OMBP in Oracle Fusion Cloud CX Service?

- A. To provide agents with AI/ML-powered knowledge base search tools.
- B. To automate customer inquiries and reduce agent interaction.
- C. To eliminate the need for a knowledge base.

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