

1z0-1108-2 Deutsch Prüfung & 1z0-1108-2 Zertifikatsdemo



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1z0-1108-2 Trainingsmaterialien: Oracle Sales Business Process Foundations Associate Rel 2 & 1z0-1108-2 Lernmittel & Oracle 1z0-1108-2 Quiz

Es ist schwierig, Oracle 1z0-1108-2 Zertifizierungsprüfung zu bestehen. Sorgen Sie sich um die Vorbereitung der 1z0-1108-2 Prüfung nach der Anmeldung? Wenn ja, lesen Sie bitte die folgenden Inhalte. Sie können den kürzesten Weg zum Erfolg der 1z0-1108-2 Prüfung finden, der Ihnen helfen, Oracle 1z0-1108-2 Prüfung mit guter Note bestanden. Das ist ja Oracle 1z0-1108-2 Dumps von ZertFragen. Wenn Sie diese 1z0-1108-2 Prüfung sehr leicht bestehen wollen, probieren Sie bitte diese Dumps.

Oracle 1z0-1108-2 Prüfungsplan:

Thema	Einzelheiten

Thema 1	• 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.
Thema 2	• 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.
Thema 3	• 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.
Thema 4	• 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.
Thema 5	• Order to Close Opportunity: 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.
Thema 6	• 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.
Thema 7	• 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.
Thema 8	• 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.

Oracle Sales Business Process Foundations Associate Rel 2 1z0-1108-2 Prüfungsfragen mit Lösungen (Q20-Q25):

20. Frage

Opportunities can be categorized based on different product groups, service lines, geographies, industries, and more. What is the term for this categorization?

- A. Sales Group
- B. Sales Pipeline
- **C. Opportunity Grouping**
- D. Revenue Collection
- E. Sales Forecast

Antwort: C

Begründung:

In Oracle CX Sales, categorizing opportunities by attributes like product groups or geographies is called "Opportunity Grouping" (E), a term for segmentation analysis. "Sales Group" (A) refers to teams. "Sales Pipeline" (B) tracks progress, not categories. "Revenue Collection" (C) is unrelated. "Sales Forecast" (D) predicts revenue, not categorization. The answer (Ans: 5) matches Oracle's terminology.

21. Frage

Beth is the Key Account Executive for Brands Inc. Bertha is the Sales Representative, Bobbie is the Marketing Analyst, and Bernice

is the Marketing Director. Who is responsible for generating and analyzing campaign responses?

- A. Beth
- **B. Bobbie**
- C. Bertha
- D. Bernice

Antwort: B

Begründung:

Generating and analyzing campaign responses is a marketing analytics task. "Bobbie" (A), the Marketing Analyst, is responsible for tracking and interpreting campaign data. "Beth" (B), the Key Account Executive, focuses on account strategy, while "Bertha" (C), the Sales Representative, handles sales execution. "Bernice" (D), the Marketing Director, oversees strategy, not detailed analysis. The corrected answer (Ans: 3 typo corrected to A) aligns with Oracle's marketing roles.

22. Frage

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. Tina
- B. Sam himself
- C. Walter
- **D. Victoria**

Antwort: D

Begründung:

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.

23. Frage

In the Vendor Lead to Channel Opportunity process, which job role is responsible for reviewing the assigned opportunity details, accepting the opportunity, and engaging the appropriate resources to manage the opportunity to a successful conclusion?

- A. Sales Manager
- B. Channel Sales Manager
- **C. Partner Sales Representative**
- D. Partner Account Manager
- E. Channel Account Manager

Antwort: C

Begründung:

The "Partner Sales Representative" (D) is tasked with reviewing and accepting opportunities assigned by the vendor (via the Channel Account Manager) and driving them to closure by engaging resources. This role is partner-side and operational, unlike "Partner Account Manager" (A) or "Channel Account Manager" (E), which are more strategic. "Sales Manager" (B) and "Channel Sales Manager" (C) oversee broader teams, not individual opportunity management. The answer (Ans: 4 from Page 3) reflects partner-side responsibility.

24. Frage

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. Bob

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