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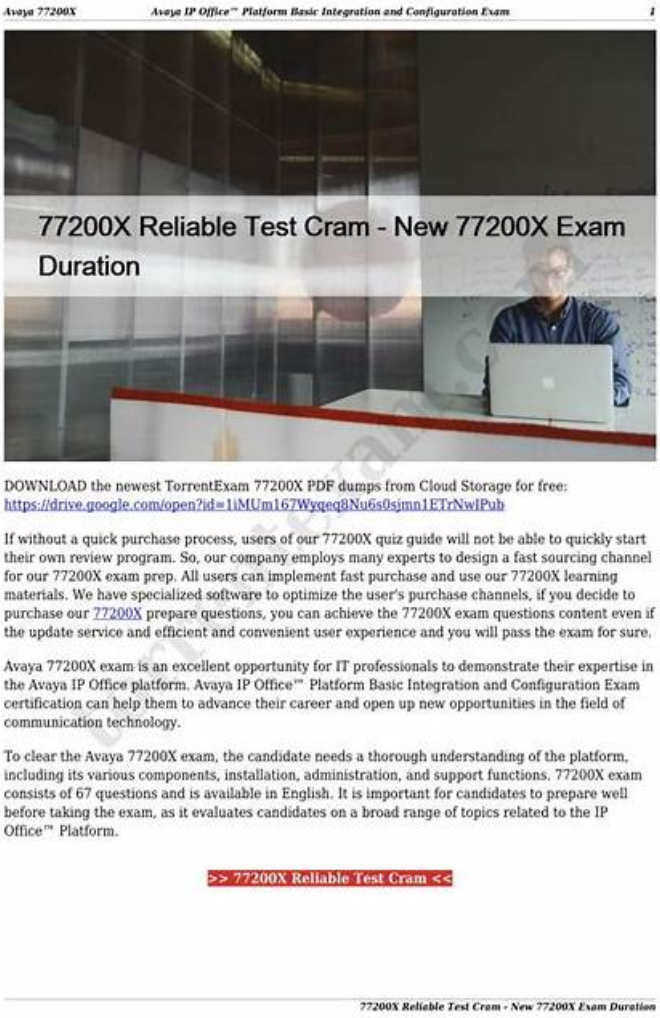

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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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.
Topic 4	• 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 5	• Opportunity to Quote: This section evaluates the expertise of Sales Operations Specialists and Quotation Specialists in generating quotes from qualified opportunities. It covers configuring quote templates, pricing rules, and integrating quotes with Oracle CPQ tools for streamlined sales processes.
Topic 6	• 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.
Topic 7	• 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. It covers identifying and engaging potential customers, focusing on strategies for acquiring new prospects, and converting them into leads. This includes leveraging social media and other channels to generate interest and capture leads effectively.
Topic 8	• 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q41-Q46):

NEW QUESTION # 41
Which statement about quote generation is incorrect?

- A. The quoting application may add products and services vital for a successful solution.
- B. Discounts may be applied to the quote during the quote generation process.
- C. Once a quote is complete, it is immediately sent to the customer for approval.
- D. Quotes are created based on the product details in the opportunity.

Answer: C

Explanation:
In Oracle CX Sales, quote generation follows a structured process. "Discounts may be applied" (B) is correct, as discounts are configurable during quoting. "Quotes are created based on opportunity product details" (C) is accurate, linking quotes to opportunities. "Adding vital products/services" (D) is possible to ensure a complete solution. However, "immediately sent to the customer" (A) is incorrect because quotes typically require internal review or approval (e.g., for out-of-policy discounts) before being sent, making this the incorrect statement (RDS: 1).

NEW QUESTION # 42
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. Edward
- B. Bob
- C. Chris
- D. Danielle
- E. Anita

Answer: D

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 # 43
Based on which four factors can the quoting application apply discounts on the quote?

- A. Total Revenue of Quote
- B. Product Specified
- C. Customer Location
- D. Quantity of Product (Volume Discount)
- E. Customer Identity

Answer: A,B,D,E

Explanation:
In Oracle CX Sales, the quoting application applies discounts based on predefined rules. "Customer Identity" (A) allows discounts tailored to specific accounts (e.g., key accounts or loyal customers). "Total Revenue of Quote" (B) enables discounts based on the overall value of the deal, encouraging larger purchases. "Product Specified" (D) allows product-specific promotions or discounts. "Quantity of Product (Volume Discount)" (E) is a common factor, incentivizing bulk purchases. "Customer Location" (C) might influence pricing but is less commonly a direct factor for discounts unless tied to regional promotions, which isn't standard in the quoting process. The answer (RDS: 1-2-4-5) reflects Oracle's flexible discount configuration.

NEW QUESTION # 44
Which four job roles participate in the Acquiring Life Cycle?

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

Answer: A,B,E,F

Explanation:
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.

NEW QUESTION # 45
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. Channel Account Manager
- B. Sales Manager
- C. Partner Sales Representative
- D. Channel Sales Manager
- E. Partner Account Manager

Answer: C

Explanation:
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.

NEW QUESTION # 46
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