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Oracle 1Z0-1108-2 Oracle Sales Business Process Foundations Associate Rel 2

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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.
Topic 4	<ul style="list-style-type: none"> 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.
Topic 5	<ul style="list-style-type: none"> 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 6	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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 9	<ul style="list-style-type: none"> 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.
Topic 10	<ul style="list-style-type: none"> 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.

Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q22-Q27):

NEW QUESTION # 22

In the Sales Play to Key Account process, which four key account values can be used to segment key accounts?

- A. Account Age
- B. Commitment

- C. Goal Alignment
- D. Growth Potential
- E. Global Reach
- F. Profitability
- G. Frequent Business

Answer: B,C,D,G

Explanation:

The Sales Play to Key Account process in Oracle CX Sales involves segmenting key accounts based on strategic value. "Goal Alignment" (C) assesses how well the account's objectives match the vendor's offerings. "Growth Potential" (D) evaluates future revenue opportunities. "Commitment" (F) measures the account's loyalty or partnership strength. "Frequent Business" (G) indicates transaction consistency, a key metric for prioritization. "Account Age" (A), "Global Reach" (B), and "Profitability" (E) are relevant but less emphasized in Oracle's key account segmentation compared to these four, which focus on relationship and potential. The answer (Ans: 3-4-6-7) reflects Oracle's account planning focus.

NEW QUESTION # 23

Which are the three initial factors to be considered for forecasting output?

- A. Estimated Commission
- B. Sales Stages
- C. Close Date
- D. Win Probability

Answer: B,C,D

Explanation:

Forecasting output in Oracle CX Sales relies on initial factors that predict revenue. "Win Probability" (B) estimates success likelihood, weighting the forecast. "Sales Stages" (C) show pipeline position, affecting timing and certainty. "Close Date" (D) determines when revenue is expected, critical for period-based forecasts. "Estimated Commission" (A) is a sales incentive, not a direct forecasting factor. The answer (Ans: 2, 3, 4) reflects Oracle's focus on probability, stage, and timing in forecasting.

NEW QUESTION # 24

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

Answer: E

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 # 25

Sales groups help the business team to analyze opportunities of a similar type and track their progression in the sales pipeline. On which three criteria can sales groups be based?

- A. Sales Manager
- B. Contracts
- C. Business Lines

- D. Product
- E. Service

Answer: C,D,E

Explanation:

Sales groups in Oracle CX Sales categorize opportunities for analysis. "Service" (A) and "Product" (B) are common criteria, reflecting offerings. "Business Lines" (E) align with organizational units. "Sales Manager" (C) defines team ownership, not group criteria. "Contracts" (D) are specific to deals, not grouping. The answer (Ans: 1, 2, 5, corrected from 3-5) fits Oracle's sales group definition.

NEW QUESTION # 26

Which three data points can be used to evaluate lead ranking rules?

- A. Customer Profile Data
- B. Lead Data
- C. Contact Profile Data
- D. Opportunity Revenue Data

Answer: A,B,C

Explanation:

In Oracle CX Sales, lead ranking rules prioritize leads based on relevant data. "Contact Profile Data" (A) includes individual details (e.g., role, engagement), critical for ranking. "Lead Data" (B) encompasses lead-specific attributes (e.g., score, source), the foundation of ranking. "Customer Profile Data" (D) provides account-level insights (e.g., size, industry), enhancing prioritization. "Opportunity Revenue Data" (C) applies post-conversion, not to lead ranking. The answer (Ads: 1, 2, 4) aligns with Oracle's lead management framework.

NEW QUESTION # 27

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