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Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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.
Topic 3	• OMBPs for CX Marketing: This section of the exam measures the skills of Training and Learning Managers and focuses on how OMBPs enhance CX Marketing processes. It explains the flow from audience generation to opportunity creation, ensuring targeted marketing efforts lead to successful conversions. Design considerations and important takeaways for implementing CX Marketing OMBPs are covered, helping organizations optimize marketing strategies. The section also describes key metrics that assess the success of CX Marketing OMBPs, ensuring effectiveness in execution and performance evaluation.

Topic 4	• 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.
Topic 5	• 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.

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This is the online version of the Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 (1Z0-1161-1) practice test software. It is also very useful for situations where you have free time to access the internet and study. Our web-based Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 (1Z0-1161-1) practice exam is your best option to evaluate yourself, overcome mistakes, and pass the Oracle 1Z0-1161-1 Exam on the first try. You will see the difference in your preparation after going through 1Z0-1161-1 practice exams.

Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q39-Q44):

NEW QUESTION # 39
Which metric provides valuable insight into the effectiveness of the Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance?

- A. Sales Quota Attainment, which demonstrates the tangible impact of coaching on sales performance.
- B. Manager Satisfaction with the Coaching Program, which directly reflects the sales team's performance improvement.
- C. Number of Coaching Sessions per Representative, which captures the quality and outcomes of the coaching process.

Answer: A

Explanation:
The Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance focuses on improving sales rep performance through targeted coaching. The metric that provides the most valuable insight into its effectiveness is Sales Quota Attainment, as it demonstrates the tangible impact of coaching on sales outcomes.
Sales Quota Attainment: Measures the percentage of sales targets met by reps post-coaching, directly linking coaching efforts to revenue generation and performance improvement.
It's a results-oriented metric that reflects the OMBP's success in driving measurable business value.
Option A (Coaching Sessions): The number of sessions indicates activity, not quality or outcomes, making it less insightful.
Option C (Manager Satisfaction): Subjective feedback is useful but doesn't objectively measure sales performance improvements.
Oracle Fusion CX Sales Performance documentation, such as "CX Analytics FAQs," emphasizes quota attainment as a key indicator of sales effectiveness following coaching interventions.

NEW QUESTION # 40
What is the primary function of the Back-to-Back Order Fulfillment process in Oracle Fusion Cloud SCM?

- A. To prioritize warehouse stock over supplier sourcing.
- B. To eliminate the need for supplier collaboration.
- C. To delay order fulfillment until inventory is replenished.

- D. To link customer orders to supplier purchase orders for direct fulfillment.

Answer: D

Explanation:
The Back-to-Back Order Fulfillment process in Oracle Fusion Cloud SCM optimizes order delivery. Its primary function is to link customer orders to supplier purchase orders for direct fulfillment.
Process: When a customer order is placed, it triggers a purchase order to the supplier, ensuring goods are sourced and shipped directly to fulfill the demand.
Benefit: Reduces inventory holding costs and speeds up fulfillment.
Option A (No Collaboration): Requires supplier integration, not elimination.
Option B (Delay): Aims for efficiency, not delays.
Option D (Warehouse Priority): Focuses on supplier sourcing, not existing stock.
Oracle Fusion Cloud SCM documentation, like "Order Management Guides," details this process.

NEW QUESTION # 41

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

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

Answer: C

Explanation:
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.

NEW QUESTION # 42

What is the primary function of Cost Rollup in Oracle Fusion Cloud SCM?

- A. To ensure material costs remain unchanged over time.
- B. To track only direct labor expenses, excluding materials.
- C. To eliminate the need for cost accounting.
- D. To calculate the total cost of a product by aggregating material, labor, and overhead expenses.

Answer: D

Explanation:
Cost Rollup in Oracle Fusion Cloud SCM is a critical costing process. Its primary function is to calculate the total cost of a product by aggregating material, labor, and overhead expenses.
Process: Combines direct costs (materials, labor) and indirect costs (overhead) from production data to determine a product's full cost.
Purpose: Provides a comprehensive cost view for pricing, profitability, and financial reporting.
Option A (No Accounting): Enhances, not eliminates, cost accounting.
Option B (Labor Only): Excludes key components like materials and overhead.
Option D (Static Costs): Costs vary; rollup reflects current data.
Oracle Fusion Cloud SCM documentation, such as "Cost Management Guides," confirms this function.

NEW QUESTION # 43

What is the purpose of the Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance?

- A. To provide tailored coaching recommendations based on AI/ML analysis.
- B. To provide real-time analytics for coaching performance.
- C. To automate the creation of coaching plans.
- D. To eliminate the need for sales team training.

Answer: A

Explanation:
The Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance aims to improve sales rep outcomes. Its purpose is to provide tailored coaching recommendations based on AI/ML analysis.
AI/ML Role: Analyzes rep performance data (e.g., deal size, conversion rates) to identify strengths and weaknesses.
Tailored Recommendations: Offers specific, actionable coaching plans, enhancing effectiveness over generic training.
Option A (No Training): Coaching enhances, not replaces, training.
Option B (Automation): Focuses on recommendations, not just plan creation.
Option D (Analytics): Analytics support the process, not the primary purpose.
Oracle Fusion CX Sales Performance documentation, such as "Oracle AI for Fusion Applications," supports this purpose.

NEW QUESTION # 44

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