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Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
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	• 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.

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Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q45-Q50):

NEW QUESTION # 45
What is the primary function of the Order Promising process in Oracle Fusion Cloud SCM?

- A. To guarantee same-day shipping for all orders.
- B. To only manage orders for direct-to-customer deliveries.
- C. To provide accurate order commitment dates based on supply and demand availability.

- D. To eliminate the need for supplier collaboration.

Answer: C

Explanation:
The Order Promising process in Oracle Fusion Cloud SCM ensures reliable order fulfillment. Its primary function is to provide accurate order commitment dates based on supply and demand availability.
Process: Evaluates inventory, production, and supplier data to calculate realistic delivery dates.
Benefit: Sets customer expectations accurately, improving satisfaction and planning.
Option A (Direct Deliveries): Applies broadly, not just to direct orders.
Option B (No Collaboration): Relies on supplier data integration.
Option D (Same-Day): Not feasible for all orders; focuses on accuracy.
Oracle Fusion Cloud SCM documentation, like "Order Management Guides," confirms this function.
Reference:
Below are the corrected and formatted questions based on your input, with 100% verified answers aligned with Oracle Fusion Cloud Applications CX and SCM official documentation. Each question includes a detailed explanation referencing relevant Oracle Fusion Cloud concepts. Typing errors have been corrected, and the format adheres to your specified structure.

NEW QUESTION # 46
What is the primary advantage of the Replenishment Planning process in Oracle Fusion Cloud SCM?

- A. To guarantee inventory levels remain static regardless of demand fluctuations.
- B. To eliminate the need for demand forecasting.
- C. To reduce supplier payment cycles.
- D. To ensure optimal inventory levels by predicting demand and adjusting supply plans.

Answer: D

Explanation:
The Replenishment Planning process in Oracle Fusion Cloud SCM optimizes inventory management. Its primary advantage is to ensure optimal inventory levels by predicting demand and adjusting supply plans.
How It Works: Uses demand forecasts and supply data to determine when and how much to replenish, avoiding overstock or shortages.
Advantage: Balances cost efficiency with availability, improving operational performance.
Option A (Payment Cycles): Unrelated to replenishment planning.
Option C (Static Levels): Aims for dynamic adjustment, not static levels.
Option D (No Forecasting): Relies heavily on demand forecasts.
Oracle Fusion Cloud SCM documentation, such as "Replenishment Planning Guides," highlights this advantage.

NEW QUESTION # 47
Which feature in Oracle Fusion Cloud SCM helps in tracking and managing real-time production processes?

- A. Cost Accounting.
- B. Manufacturing Execution.
- C. Supplier Qualification.
- D. Inventory Management.

Answer: B

Explanation:
Oracle Fusion Cloud SCM manages production through Manufacturing Execution, which tracks and manages real-time production processes.
Functionality: Monitors shop floor activities, such as work order progress, resource usage, and output, in real-time.
Impact: Ensures production stays on schedule and meets quality standards.
Option A (Qualification): Focuses on suppliers, not production.
Option B (Inventory): Tracks stock, not production processes.
Option D (Cost Accounting): Manages costs, not real-time operations.
Oracle Fusion Cloud SCM documentation, like "Manufacturing Guides," details this feature's role.

NEW QUESTION # 48

What is the role of Intelligent Document Recognition (IDR) in Oracle Fusion Cloud CX?

- A. To automate the extraction of data from documents for faster processing.
- B. To manage customer interactions on social media.
- C. To generate marketing campaign content.
- D. To provide real-time customer insights.

Answer: A

Explanation:

Intelligent Document Recognition (IDR) in Oracle Fusion Cloud CX leverages AI to streamline document-related processes. Its primary role is to automate the extraction of data from documents for faster processing.

How It Works: IDR uses machine learning to scan and interpret unstructured documents (e.g., invoices, contracts), extracting key data (e.g., names, dates, amounts) without manual input.

Benefit: This accelerates workflows like order processing or customer onboarding, improving operational efficiency and reducing errors.

CX Context: In CX, it supports service and sales by quickly integrating document data into customer records.

Option A (Campaign Content): IDR doesn't create content; it processes existing documents.

Option B (Customer Insights): Insights may be a byproduct, but it's not the primary role.

Option D (Social Media): IDR is unrelated to social media management.

Oracle Fusion Cloud CX documentation, such as "Oracle AI for Fusion Applications," highlights IDR's automation capabilities.

NEW QUESTION # 49

Which KPI provides valuable insight into the performance of the Opportunity to Quote OMBP?

- A. Quote to Win Ratio that compares the number of quotes sent to the number of deals won.
- B. Total Quotes Sent that tracks the aggregate number of quotes that have been generated and sent.
- C. Average Deal Size that provides insight into the typical value of revenue generated.

Answer: A

Explanation:

The Opportunity to Quote OMBP focuses on converting opportunities into successful quotes. The Quote to Win Ratio is the KPI that provides the most valuable insight into this process's performance.

It compares the number of quotes sent to the number of deals won, directly measuring the effectiveness of the quoting process in securing business.

A high ratio indicates quotes are well-targeted and compelling, while a low ratio signals inefficiencies or misalignments.

Option A (Total Quotes Sent): This measures activity volume but not success or performance quality.

Option B (Average Deal Size): While valuable, it reflects outcomes rather than the quoting process's performance.

Oracle Fusion Cloud CX Sales documentation, such as "CX Analytics FAQs," highlights Quote to Win Ratio as a critical KPI for assessing conversion efficiency in sales processes.

NEW QUESTION # 50

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