

# Validate Your Skills with Oracle 1z0-1108-2 Exam Questions



## Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

### Questions & Answers PDF

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## Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 9	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 11	<ul style="list-style-type: none"> <li>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.</li> </ul>

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## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q23-Q28):

NEW QUESTION # 23

In the Vendor Lead to Channel Opportunity process, which process is performed by vendors?

- A. Assign Leads
- B. Qualify Leads
- C. Convert Leads
- D. Accept Leads

**Answer: A**

Explanation:

In the Vendor Lead to Channel Opportunity process, vendors initiate the workflow. "Assign Leads" (C) is the vendor's role, distributing leads to partners for pursuit. "Qualify Leads" (A) and "Convert Leads" (B) are partner responsibilities post-assignment. "Accept Leads" (D) is also a partner action, not the vendor's. The corrected answer (Acts: 3) reflects Oracle's vendor-to-channel handoff process.

#### NEW QUESTION # 24

Gina has accepted a lead and conducted a series of interviews with the customer. Based on the interviews, she has concluded that this lead is not worth pursuing. Which action will Gina take now?

- A. Escalate the lead
- B. Transfer the lead
- C. Retire the lead
- D. Convert the lead
- E. Reject the lead

**Answer: C**

Explanation:

In Oracle CX Sales, a lead deemed unworthy after qualification is "Retired" (D), removing it from active pursuit while retaining it for records. "Reject the lead" (B) is less common terminology in Oracle, typically used pre-acceptance. "Transfer the lead" (A) reassigns it, not applicable here. "Escalate the lead" (C) seeks review, unnecessary for a dead-end lead. "Convert the lead" (E) is for qualified leads. The answer (Ans: 4) aligns with Oracle's lead disposition process.

#### NEW QUESTION # 25

Which four key factors are used for service provision?

- A. Product Installation Date
- B. Subscription Activation Date
- C. Subscription Cancellation Date
- D. Opportunity Close Date
- E. Warranty Start Date
- F. Quote Close Date
- G. Product Shipment Date

**Answer: A,B,E,G**

Explanation:

Service provision in Oracle CX Sales ties to post-sale triggers. "Warranty Start Date" (B) initiates warranty services. "Subscription Activation Date" (C) begins subscription services. "Product Installation Date" (E) marks installation service needs. "Product Shipment Date" (F) triggers delivery-related services. "Opportunity Close Date" (A) and "Quote Close Date" (D) are sales-focused, not service-specific. "Subscription Cancellation Date" (G) ends services, not provisions them. The answer (Acts: 2-3-5-6) aligns with Oracle's service triggers.

#### NEW QUESTION # 26

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

- A. Total Revenue of Quote
- B. Customer Identity

- C. Product Specified
- D. Customer Location
- E. Quantity of Product (Volume Discount)

**Answer: A,B,C,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 # 27

As part of the Research and Engage Prospects stage, which option best defines social listening?

- A. Monitoring social media for buyer digital body language, buying cues, and requests for recommendations
- B. Generating product hype by paying influencers on social media sites
- C. Monitoring websites for unfavorable opinions of a company's products
- D. Responding to customer complaints through direct responses on social media websites

**Answer: A**

Explanation:

Social listening in Oracle CX Sales involves proactively tracking social media for insights into prospect behavior. "Monitoring social media for buyer digital body language, buying cues, and recommendations" (D) best defines this, as it focuses on identifying purchase intent and engagement opportunities. "Monitoring websites for opinions" (A) is narrower, "responding to complaints" (B) is reactive, and "paying influencers" (C) is a marketing tactic, not listening. Answer (Ans: 4) aligns with Oracle's prospect engagement strategy.

#### NEW QUESTION # 28

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