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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"><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>
Topic 2	<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 3	<ul style="list-style-type: none"> <li>Order to Close Opportunit: 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 4	<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 5	<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 6	<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>

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## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q33-Q38):

### NEW QUESTION # 33

Which two life cycles are part of the Oracle CX Sales Business Process?

- A. Creating
- B. Developing
- C. Managing Leads
- D. Acquiring
- E. Converting

**Answer: A,E**

Explanation:

The Oracle CX Sales Business Process includes distinct life cycles. "Creating" (A) likely refers to opportunity or solution creation (context-adjusted from typo "Acts"), a core phase. "Converting" (E) covers lead-to-opportunity conversion, a fundamental CX Sales process. "Acquiring" (B) and "Managing Leads" (D) are subprocesses within broader cycles, while "Developing" (C) is vague and not a standard lifecycle term. The answer (Acts: 1-5, corrected to A, E) fits Oracle's lifecycle framework.

### NEW QUESTION # 34

Johanna has qualified and converted her lead to an opportunity. What should be the new status of her lead?

- A. Rejected
- B. Unqualified
- C. Escalated
- D. Qualified
- E. Converted

**Answer: E**

Explanation:

In Oracle CX Sales, a lead's status changes to "Converted" (A) after being qualified and turned into an opportunity, marking the transition from lead to sales pipeline. "Rejected" (B) or "Unqualified" (D) applies to leads not pursued. "Qualified" (C) is an interim status before conversion. "Escalated" (E) indicates review, not conversion. The answer (Ans: 1) follows Oracle's lead lifecycle.

#### NEW QUESTION # 35

In the Vendor Lead to Channel Opportunity process, which job role is responsible for assigning an opportunity (generated by converting a lead) to the appropriate partner?

- A. Channel Sales Manager
- B. Partner Sales Manager
- **C. Channel Account Manager**
- D. Partner Sales Representative

**Answer: C**

Explanation:

In the Vendor Lead to Channel Opportunity process, the "Channel Account Manager" (B) is responsible for overseeing partner relationships and assigning opportunities to the appropriate partner after lead conversion. This role ensures alignment between vendor goals and partner execution. The "Channel Sales Manager" (A) focuses on broader channel strategy, while "Partner Sales Representative" (C) and "Partner Sales Manager" (D) are partner-side roles, not typically responsible for vendor-side assignments. The corrected answer (RDS: 2) fits Oracle's channel management hierarchy.

#### NEW QUESTION # 36

Which statement about quote generation is incorrect?

- A. Discounts may be applied to the quote during the quote generation process.
- B. The quoting application may add products and services vital for a successful solution.
- **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 # 37

Opportunities can be categorized based on different product groups, service lines, geographies, industries, and more. What is the term for this categorization?

- A. Sales Group
- B. Sales Pipeline
- C. Sales Forecast
- **D. Opportunity Grouping**
- E. Revenue Collection

**Answer: D**

Explanation:

In Oracle CX Sales, categorizing opportunities by attributes like product groups or geographies is called "Opportunity Grouping" (E), a term for segmentation analysis. "Sales Group" (A) refers to teams. "Sales Pipeline" (B) tracks progress, not categories. "Revenue Collection" (C) is unrelated. "Sales Forecast" (D) predicts revenue, not categorization. The answer (Ans: 5) matches

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