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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q45-Q50):

NEW QUESTION # 45

During an implementation, which document is typically completed by the client to define the roles and responsibilities of both the client and the implementation team?

- A. Change Management Plan
- **B. Statement of Work (SOW)**
- C. Project Closure Document
- D. Communication Plan

Answer: B

Explanation:

The Statement of Work (SOW) is typically completed by the client during an implementation to define the roles and responsibilities of both the client and the implementation team. It outlines the project deliverables, timelines, resources, and any specific requirements or expectations.

NEW QUESTION # 46

Which feature of Oracle Eloqua allows sales teams to access and manage their leads seamlessly within their CRM system?

- A. Eloqua Web Data Lookup
- B. Eloqua Sales Tools
- C. Eloqua Profiler
- D. Eloqua Content Syndication

Answer: B

Explanation:

Eloqua Sales Tools is a feature within Oracle Eloqua that enables the integration between Eloqua and the CRM system used by the sales teams. It allows sales teams to access and manage leads, contacts, and activities within their CRM system while leveraging the automation and personalization capabilities of Eloqua. With Eloqua Sales Tools, sales teams can seamlessly work with the leads generated by marketing campaigns and provide a consistent and personalized experience to their prospects.

NEW QUESTION # 47

Which of the following accurately describes Eloqua data objects and their relationship to each other?

- A. Data objects in Eloqua are limited to contact and account data and cannot be expanded.
- B. Data objects in Eloqua are standalone entities that have no relationship with each other.
- C. Data objects in Eloqua can only be related through custom code and cannot be interconnected natively.
- D. Data objects in Eloqua are interconnected and can be linked through relational fields.

Answer: D

Explanation:

Eloqua data objects are entities within the Eloqua platform that store different types of data, such as contacts, accounts, external events, custom objects, etc. These data objects are not standalone and can have relationships with each other. This relationship is established through relational fields, which allow data to be shared and associated between different objects. For example, a contact object may have a relational field that links it to an account object, creating a connection between the two. This interconnectedness of data objects enables better data management and segmentation within the Eloqua platform.

NEW QUESTION # 48

What is a decision node in Oracle Eloqua's Program Canvas?

- A. A node that places contacts into a specific path based on their behavior
- B. A node that sends contacts through a series of steps sequentially
- C. A node that triggers specific actions when certain conditions are met
- D. A node that represents the starting point of a program flow

Answer: A

Explanation:

In Oracle Eloqua's Program Canvas, a decision node is used to route contacts into different paths based on their behavior or specific conditions. These nodes enable you to segment your contacts further and send them down different paths within the program. For example, you can use a decision node to redirect contacts who have clicked on a specific email link into a separate path for further engagement. -

NEW QUESTION # 49

Which Oracle Eloqua feature allows sales teams to share and track marketing-approved email templates with prospects?

- A. Eloqua Engage
- B. Eloqua Profiler
- C. Eloqua Sales Tools
- D. Eloqua Content Syndication

Answer: A

Explanation:

Eloqua Engage is a feature in Oracle Eloqua that enables sales teams to share marketing-approved email templates with prospects. It allows sales representatives to access and customize pre-built email templates that ensure brand consistency and compliance with marketing-approved messaging. Furthermore, Eloqua Engage provides tracking and analytics capabilities, allowing sales teams to monitor email performance and engagement metrics such as opens, clicks, and replies.

NEW QUESTION # 50

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