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The Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 (1Z0-1161-1) certification has become a basic requirement to advance rapidly in the information technology sector. Since Oracle 1Z0-1161-1 actual dumps are vital to prepare quickly for the examination. Therefore, you will need them if you desire to ace the Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 (1Z0-1161-1) exam in a short time.

Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none"> • 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.
Topic 4	<ul style="list-style-type: none"> • 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 5	<ul style="list-style-type: none"> • 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 (Q28-Q33):

NEW QUESTION # 28

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

- A. To link customer orders to supplier purchase orders for direct fulfillment.
- B. To delay order fulfillment until inventory is replenished.
- C. To eliminate the need for supplier collaboration.
- D. To prioritize warehouse stock over supplier sourcing.

Answer: A

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 # 29

Which KPI helps evaluate the success of the campaign in driving business outcomes for the Campaign Execution to Opportunity OMBP in Oracle Fusion Cloud CX Marketing?

- A. Social Media Engagement metric for adapting content strategies during campaign execution.
- B. Pre-campaign Review of Historical Campaign Performance metric for setting success benchmarks.
- **C. Average Campaign Cost per Won Opportunity metric for understanding the financial return on investment.**
- D. Real-time Tracking of the Campaign Reach metric for gauging immediate audience engagement during campaign execution.

Answer: C

Explanation:

The Campaign Execution to Opportunity OMBP aims to turn marketing campaigns into sales opportunities. The KPI that evaluates its success in driving business outcomes is Average Campaign Cost per Won Opportunity, as it measures financial return on investment (ROI).

Definition: Calculates the cost of the campaign divided by the number of opportunities won, showing cost-efficiency and business impact.

Business Outcome Focus: Links marketing spend to tangible sales results, a critical measure of success.

Option A (Historical Review): Useful for planning, not evaluating outcomes.

Option C (Social Engagement): Tracks engagement, not business results.

Option D (Campaign Reach): Measures exposure, not conversions or ROI.

Oracle Fusion CX Marketing documentation, like "Campaign Management Guides," highlights cost-per-opportunity as a vital KPI for ROI assessment.

NEW QUESTION # 30

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

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

Answer: C

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 # 31

What is the primary purpose of the Production Order to Cost Update OMBP in Oracle Fusion Cloud SCM?

- A. To ensure immediate financial benefits through real-time cost updates.
- B. To automate the production process without human supervision.
- **C. To provide accurate cost calculations for better decision-making.**
- D. To enhance customer relationship management.

Answer: C

Explanation:

The Production Order to Cost Update OMBP (Operational Management Business Process) in Oracle Fusion Cloud SCM focuses on integrating production activities with cost tracking. Its primary purpose is to provide accurate cost calculations for better decision-making.

Functionality: This process captures costs (e.g., materials, labor, overhead) from production orders and updates them in the system, ensuring financial accuracy.

Impact: Accurate cost data supports strategic decisions, such as pricing, budgeting, and profitability analysis, by reflecting true production expenses.

Option A (Financial Benefits): While cost updates contribute to financial clarity, "immediate benefits" overstates the purpose; accuracy is the focus.

Option C (CRM): Unrelated to customer relationship management, which is a CX function.

Option D (Automation): Focuses on cost updates, not full production automation.

Oracle Fusion Cloud SCM documentation, such as "Cost Management Guides," emphasizes accurate cost tracking for decision-making in this OMBP.

NEW QUESTION # 32

Which metric indicates the success of the Opportunity to Quote OMBP in Oracle Fusion Cloud CX Sales?

- A. Quote Volume that provides an overview of sales activity.
- **B. Average Time to Quote Acceptance that measures the efficiency of the quoting process.**
- C. Sales Revenue that directly measures the OMBP's effectiveness in the quoting process.

Answer: B

Explanation:

The success of the Opportunity to Quote OMBP hinges on how efficiently and effectively quotes move from creation to acceptance. The Average Time to Quote Acceptance is the key metric here, as it measures the efficiency of the quoting process by tracking the time from quote delivery to customer acceptance.

A shorter time indicates a streamlined, responsive process, which is critical for customer satisfaction and deal closure.

It directly ties to the OMBP's goal of optimizing the quote lifecycle.

Option B (Sales Revenue): Revenue is an outcome metric, not a direct indicator of the quoting process's success.

Option C (Quote Volume): Volume reflects activity but not the quality or efficiency of the process.

Per Oracle Fusion Cloud CX Sales documentation, including "CX Analytics FAQs," this metric is pivotal for evaluating process efficiency.

NEW QUESTION # 33

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