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It is known to us that the 21st century is an information era of rapid development. Now the people who have the opportunity to gain the newest information, who can top win profit maximization. In a similar way, people who want to pass 1z0-1108-2 exam also need to have a good command of the newest information about the coming exam. However, it is not easy for a lot of people to learn more about the information about the study materials. Luckily, the 1z0-1108-2 Study Materials from our company will help all people to have a good command of the newest information.

Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• Acquiring Life Cycle: This section of the exam measures the skills of Sales Process Analysts and CRM Specialists in understanding the initial stages of the sales process. It covers identifying and engaging potential customers, focusing on strategies for acquiring new prospects, and converting them into leads. This includes leveraging social media and other channels to generate interest and capture leads effectively.
Topic 2	• 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.

Topic 3	• 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.
Topic 4	• 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.
Topic 5	• 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.
Topic 6	• 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.
Topic 7	• 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.
Topic 8	• 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.
Topic 9	• Version with Bullet Points: Acquiring Life Cycle: This section of the exam measures the skills of Sales Process Analysts and CRM Specialists in understanding the initial stages of the sales process.
Topic 10	• 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.

2026 1z0-1108-2 New Dumps Sheet - Oracle Oracle Sales Business Process Foundations Associate Rel 2 - High Pass-Rate Demo 1z0-1108-2 Test

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q30-Q35):

NEW QUESTION # 30
Which two statements concerning lead score are correct?

- A. The data points/input that form the overall score must come from the lead source data.
- B. Lead scoring rules can only be run once per week.
- C. Lead score is a score assigned to a lead that can help in its qualification for further stages.
- D. Lead score can be used as a criterion for lead ranking rules.

Answer: C,D

Explanation:
In Oracle CX Sales, "Lead score is a score assigned to a lead that can help in its qualification" (A) is true, aiding prioritization. "Lead

score can be used as a criterion for lead ranking rules" (C) is also true, as scores drive rank tiers. "Must come from lead source data" (B) is false, as scores use multiple data points (e.g., behavior, profile). "Only run once per week" (D) is incorrect, as scoring can be dynamic. The answer (Ads: 1, 3) reflects Oracle's flexible scoring system.

NEW QUESTION # 31

Which job role is responsible for qualifying channel leads?

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

Answer: D

Explanation:
In the Oracle CX Sales channel process, the "Partner Sales Representative" (D) qualifies channel leads, as they work directly with prospects to assess fit and potential. The "Channel Sales Manager" (A) and "Channel Account Manager" (B) oversee channel strategy and partner assignments, not lead qualification. The "Sales Manager" (C) manages direct sales teams, while the "Sales Director" (E) is too senior for this task. The answer (Ans: 4) reflects Oracle's partner-centric lead qualification process.

NEW QUESTION # 32

To which sales channel are opportunities assigned after being converted from leads?

- A. Indirect
- B. Direct
- C. Partner
- D. Associate

Answer: C

Explanation:
In Oracle CX Sales, when leads are converted to opportunities, the sales channel reflects the context of the lead source. The corrected term "Partner" (C) replaces the typo "Parthes" from the original document. Opportunities from leads in a channel context (e.g., Vendor Lead to Channel Opportunity process) are typically assigned to the "Partner" channel, as partners manage these opportunities post-conversion. "Indirect" (A) and "Direct" (B) refer to broader sales strategies, while "Associate" (D) isn't a standard channel term. Answer (RDS: 3) aligns with channel processes.

NEW QUESTION # 33

Quotes may have one of four statuses. During which status might a Sales Manager be required to approve an out-of-policy discount?

- A. Created
- B. Approved
- C. Pending Customer Approval
- D. Pending Review

Answer: D

Explanation:
In Oracle CX Sales, quote statuses include Created, Pending Review, Pending Customer Approval, and Approved. "Pending Review" (C) is when a Sales Manager might approve an out-of-policy discount, as it's the internal review stage before finalization. "Pending Customer Approval" (A) is post-internal approval, for customer sign-off. "Created" (B) is too early, pre-review. "Approved" (D) is post-approval, completed. The answer (Ads: 3) fits Oracle's quote approval process.

NEW QUESTION # 34

Which two statements are true about the lead qualification process?

- A. Leads are analyzed by lead qualification templates.
- B. The lead rank determines the lead score.
- C. Lead qualification templates are a series of questions and responses that generate a lead score.
- D. Lead qualification templates are the only method available to qualify a lead.

Answer: A,C

Explanation:
In Oracle CX Sales, lead qualification uses structured tools. "Lead qualification templates are a series of questions and responses that generate a lead score" (B) is true, as templates assess lead quality via scored criteria. "Leads are analyzed by lead qualification templates" (C) is also true, describing how templates evaluate leads systematically. "Lead qualification templates are the only method" (A) is false, as manual qualification is also possible. "The lead rank determines the lead score" (D) is incorrect; lead score influences rank, not vice versa. The answer (Ans: 2, 3) matches Oracle's lead management framework.

NEW QUESTION # 35

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