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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q56-Q61):

NEW QUESTION # 56

Which data is typically captured and analyzed in closed-loop reporting?

- A. Email open and click-through rates
- B. Website traffic metrics
- **C. Lead demographics and firmographics**
- D. Social media engagement metrics

Answer: C

Explanation:

Closed-loop reporting involves capturing and analyzing lead data throughout the marketing and sales funnel. This includes information such as lead demographics (e.g., age, gender, location) and firmographics (e.g., company size, industry). By understanding the characteristics of converted leads, marketers can tailor their campaigns to target similar prospects and improve overall conversion rates.

NEW QUESTION # 57

What is the primary purpose of creating users in Oracle Eloqua?

- **A. To assign specific roles and permissions to individuals and control their access to features and data within Oracle Eloqua.**
- B. To import and export user data between Oracle Eloqua and third-party applications.
- C. To customize the appearance of the Oracle Eloqua user interface for each individual user.
- D. To define user groups and their hierarchy within Oracle Eloqua.

Answer: A

Explanation:

The primary purpose of creating users in Oracle Eloqua is to assign specific roles and permissions to individuals. This allows administrators to control the level of access each user has to different features and data within the platform. By assigning roles and permissions, administrators can ensure that users only have access to the functionalities that are necessary for their job responsibilities.

NEW QUESTION # 58

Which Oracle Eloqua program canvas element should you use to pause the flow of contacts for a specific period of time?

- A. Decision Rule
- B. Filter
- **C. Wait Step**
- D. Update Rule

Answer: C

Explanation:

The Wait Step element in Oracle Eloqua program canvas allows you to pause the flow of contacts for a specific period of time. This is useful when you want to implement a delay in your program or wait for a certain event before proceeding with the next step.

NEW QUESTION # 59

Which Eloqua feature allows you to schedule emails to be sent at a specific date and time?

- A. Email Reporting
- B. Campaign Canvas
- **C. Program Builder**
- D. Email Design Editor

Answer: C

Explanation:

Program Builder is a key feature in Eloqua that enables you to create complex, multi-step marketing automation workflows. Within Program Builder, you can include the "Send Email" step, which allows you to schedule emails to be sent at specific dates and times based on your marketing automation logic or recipient behavior triggers. This feature ensures timely delivery of your emails, increasing the effectiveness of your email campaigns.

NEW QUESTION # 60

Which of the following statements about lead scoring model testing in Oracle Eloqua is correct?

- A. The testing phase is not necessary for a lead scoring model implementation.
- B. The lead scoring model cannot be modified once it is published.
- C. It is recommended to test and refine the lead scoring model regularly.
- D. Testing of the lead scoring model can be performed only on live leads.

Answer: C

Explanation:

It is highly recommended to test and refine the lead scoring model regularly in Oracle Eloqua. Testing allows you to ensure the accuracy and effectiveness of the model, as well as make necessary adjustments based on real-world performance. This iterative testing and refining process help optimize the lead scoring model's performance and alignment with your organization's goals.

NEW QUESTION # 61

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