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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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.
Topic 3	• Vendor Lead to Channel Opportunity: This section evaluates the expertise of Channel Sales Managers and Partner Relationship Managers in handling vendor-generated leads and converting them into channel opportunities. It covers configuring partner portals, tracking channel opportunities, and aligning vendor and partner workflows.
Topic 4	• 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 5	• 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 6	• 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 7	• 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 8	• 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.

Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q35-Q40):

NEW QUESTION # 35
In the Sales Play to Key Account process, organizations analyze buyers' needs based on prospect insights to customize a personalized offering. Which role is responsible for this analysis?

- A. Key Account Executive
- B. Sales Analyst
- C. Sales Representative
- D. Marketing Analyst
- E. Sales Manager

Answer: A

Explanation:
In Oracle CX Sales, the "Key Account Executive" (D) is responsible for analyzing buyer needs and customizing offerings for key accounts. This role combines strategic insight with direct account interaction, leveraging prospect data to tailor solutions. The "Marketing Analyst" (A) provides data but doesn't customize offerings. The "Sales Manager" (B) oversees teams, not individual analysis. The "Sales Representative" (C) executes sales, while the "Sales Analyst" (E) focuses on broader analytics, not personalization. The answer (Ans: 4) aligns with Oracle's emphasis on the Key Account Executive's strategic role.

NEW QUESTION # 36
Which three data points can be used to evaluate lead ranking rules?

- A. Lead Data
- B. Contact Profile Data
- C. Customer Profile Data
- D. Opportunity Revenue Data

Answer: A,B,C

Explanation:
In Oracle CX Sales, lead ranking rules prioritize leads based on relevant data. "Contact Profile Data" (A) includes individual details (e.g., role, engagement), critical for ranking. "Lead Data" (B) encompasses lead-specific attributes (e.g., score, source), the foundation of ranking. "Customer Profile Data" (D) provides account-level insights (e.g., size, industry), enhancing prioritization. "Opportunity Revenue Data" (C) applies post-conversion, not to lead ranking. The answer (Ads: 1, 2, 4) aligns with Oracle's lead management framework.

NEW QUESTION # 37
As part of the Research and Engage Prospects stage, which option best defines social listening?

- A. Generating product hype by paying influencers on social media sites
- B. Monitoring social media for buyer digital body language, buying cues, and requests for recommendations
- C. Monitoring websites for unfavorable opinions of a company's products
- D. Responding to customer complaints through direct responses on social media websites

Answer: B

Explanation:
Social listening in Oracle CX Sales involves proactively tracking social media for insights into prospect behavior. "Monitoring social media for buyer digital body language, buying cues, and recommendations" (D) best defines this, as it focuses on identifying purchase intent and engagement opportunities. "Monitoring websites for opinions" (A) is narrower, "responding to complaints" (B) is reactive, and "paying influencers" (C) is a marketing tactic, not listening. Answer (Ans: 4) aligns with Oracle's prospect engagement strategy.

NEW QUESTION # 38
Which is an input for the Develop Initial Dialog process?

- A. A social media site administrator posts a link to a white paper site explaining the benefits of the company's products.
- B. None of the above (implied fifth option based on Ans: 5 typo correction)
- C. An analytics service analyzes the clicking patterns of website visitors.
- D. The Sales Representative starts a one-on-one conversation with the prospect and captures contact information to create a lead.
- E. A prospect shows purchase intent and posts a query on product/service features or pricing on social media.

Answer: E

Explanation:
The Develop Initial Dialog process initiates engagement with prospects showing intent. "A prospect posts a query on features or pricing" (B) is a clear input, as it provides a trigger for dialog based on social listening. "Posting a white paper link" (A) is an output, not an input. "Starting a conversation" (C) is the process itself, not an input. "Analytics of clicking patterns" (D) is background data, not a direct dialog trigger. The original "Ans: 5" seems a typo; corrected to B based on context.

NEW QUESTION # 39
Which four are steps in the Final Forecast Submission process?

- A. A Sales Representative submits the initial forecast to the Sales Manager.
- B. If the Sales Manager is not satisfied with the forecast, then they can reject it with rejection notes.
- C. The Sales Manager can perform adjustments in the forecast and resubmit it.
- D. The Sales Manager reviews the forecast and decides whether to accept or reject it.
- E. The Sales Representative can bypass the Sales Manager and directly submit a forecast.

Answer: A,B,C,D

Explanation:
The Final Forecast Submission process in Oracle CX Sales is hierarchical. "A Sales Representative submits the initial forecast" (A) starts the process. "The Sales Manager adjusts and resubmits" (C) allows refinements. "The Sales Manager reviews and decides" (D) is core to approval. "The Sales Manager rejects with notes" (E) ensures feedback. "Bypassing the Sales Manager" (B) contradicts Oracle's structured workflow, making it false. The answer (Ans: 1, 3, 4, 5) aligns with Oracle's forecasting hierarchy.

NEW QUESTION # 40
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