

可靠的1Z0-1161-1認證考試|高通過率的考試材料|值得信賴的1Z0-1161-1: Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1



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Oracle 1Z0-1161-1 考試大綱：

主題	簡介
主題 1	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.

主題 2	• 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.
主題 3	• 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.

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最新的 Oracle Sales Force Automation 1Z0-1161-1 免費考試真題 (Q49-Q54):

問題 #49

What is the primary function of the Supplier Portal in Oracle Fusion Cloud CX?

- A. To automate the creation of supplier contracts.
- B. To eliminate the need for supplier collaboration.
- **C. To allow suppliers to manage purchase orders and invoices in real time.**
- D. To provide real-time analytics for supplier performance.

答案: C

解題說明:

The Supplier Portal in Oracle Fusion Cloud CX (and SCM) facilitates supplier interactions. Its primary function is to allow suppliers to manage purchase orders and invoices in real time.

Capabilities: Suppliers can view, update, and submit purchase orders and invoices directly, improving efficiency and transparency.

Benefit: Streamlines procurement and payment processes.

Option A (Contracts): Contract creation is separate from portal functions.

Option B (No Collaboration): Enhances collaboration, not eliminates it.

Option C (Analytics): Analytics may be available but aren't the primary focus.

Oracle Fusion Cloud CX and SCM documentation, like "Supplier Portal Guides," supports this function.

問題 #50

Which KPI in the Opportunity to Quote OMBP is essential for gauging the speed and effectiveness of the quoting process?

- **A. Average Time to Quote Acceptance metric for evaluating the duration between quote delivery and customer acceptance.**
- B. Average Deal Size metric for analyzing the monetary value of closed deals.
- C. Win Rate metric for measuring the percentage of quotes resulting in closed deals.
- D. Quote Volume metric for measuring the number of quotes generated.

答案: A

解題說明：

The Opportunity to Quote OMBP (Operational Management Business Process) in Oracle Fusion Cloud CX Sales focuses on streamlining the process from identifying an opportunity to delivering a quote to the customer. The key performance indicator (KPI) that best gauges both the speed and effectiveness of this process is the Average Time to Quote Acceptance. This metric measures the duration from when a quote is delivered to the customer to when it is accepted, providing direct insight into how efficiently and effectively the quoting process converts opportunities into actionable outcomes. Speed is critical in sales to maintain customer engagement, and effectiveness ensures the quote meets customer needs, leading to acceptance.

Option A (Quote Volume): While this metric tracks the number of quotes generated, it only reflects activity volume, not the speed or success of the quoting process.

Option C (Win Rate): This measures the percentage of quotes resulting in closed deals, which indicates effectiveness but does not directly address the speed of the process.

Option D (Average Deal Size): This focuses on the monetary value of deals, which is a downstream outcome rather than a direct measure of the quoting process itself.

According to Oracle Fusion Cloud CX Sales documentation, such as the "Oracle Fusion Cloud CX Analytics FAQs" and "Oracle Fusion Cloud Sales Performance" guides, the Average Time to Quote Acceptance is a critical KPI for assessing the efficiency of sales processes like Opportunity to Quote, aligning with business goals of reducing cycle times and improving customer responsiveness.

問題 #51

Which feature in Oracle Fusion Cloud SCM ensures optimal inventory levels by tracking stock movement?

- **A. Inventory Management.**
- B. Supplier Qualification.
- C. Manufacturing Execution.
- D. Cost Accounting.

答案： A

解題說明：

Oracle Fusion Cloud SCM optimizes inventory through various features, but Inventory Management ensures optimal levels by tracking stock movement.

Capabilities: Monitors stock inflows, outflows, and current levels across warehouses, enabling real-time visibility and control.

Optimization: Balances stock to meet demand without overstocking, reducing carrying costs and stockouts.

Option A (Manufacturing Execution): Manages production, not inventory tracking.

Option C (Supplier Qualification): Assesses suppliers, not stock levels.

Option D (Cost Accounting): Tracks costs, not physical inventory movement.

Oracle Fusion Cloud SCM documentation, like "Inventory Management Guides," highlights this feature's role in stock optimization.

問題 #52

How is the effectiveness of the Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance measured?

- A. By reviewing the coaching plan's structure and content.
- **B. By analyzing sales metrics, such as deal size and pipeline growth post-coaching.**
- C. By counting the number of coaching sessions conducted.
- D. By evaluating manager feedback regarding the OMBP's success.

答案： B

解題說明：

The effectiveness of the Coaching Plan to Performance OMBP is best measured by analyzing sales metrics, such as deal size and pipeline growth post-coaching. This approach ties coaching directly to tangible business outcomes, reflecting its impact on sales performance.

Deal Size: Indicates whether coaching improves reps' ability to close higher-value deals.

Pipeline Growth: Shows if coaching enhances opportunity creation and progression.

These metrics provide objective evidence of productivity and revenue improvements, the ultimate goals of coaching.

Option A (Manager Feedback): Subjective feedback is useful but lacks the precision of data-driven metrics.

Option B (Plan Structure): Reviewing content doesn't measure real-world impact.

Option D (Session Count): Quantity of sessions doesn't guarantee quality or results.

Oracle Fusion Cloud CX Sales Performance documentation, including "CX Analytics FAQs," underscores sales metrics as the standard for evaluating performance-focused processes like coaching.

What is the purpose of the Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance?

- 答案：A

Oracle Fusion CX Sales Performance documentation, such as "Oracle AI for Fusion Applications," supports this purpose.

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