New Exam 1z0-1108-2 Reference 100% Pass | Latest 1z0-1108-2: Oracle Sales Business Process Foundations Associate Rel 2 100% Pass

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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• Converting Life Cycle: This section evaluates the expertise of Lead Conversion Managers and Sales Representatives in transitioning prospects into qualified leads and opportunities. It emphasizes techniques for nurturing leads through personalized engagement strategies and aligning these processes with Oracle Sales automation features.
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	• 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.

Topic 7	• 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 8	• 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 9	• 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 10	• 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q27-Q32):

NEW QUESTION # 27
In the Vendor Lead to Channel Opportunity process, which job role is responsible for assigning an opportunity (generated by converting a lead) to the appropriate partner?

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

Answer: D

Explanation:
In the Vendor Lead to Channel Opportunity process, the "Channel Account Manager" (B) is responsible for overseeing partner relationships and assigning opportunities to the appropriate partner after lead conversion. This role ensures alignment between vendor goals and partner execution. The "Channel Sales Manager" (A) focuses on broader channel strategy, while "Partner Sales Representative" (C) and "Partner Sales Manager" (D) are partner-side roles, not typically responsible for vendor-side assignments. The corrected answer (RDS: 2) fits Oracle's channel management hierarchy.

NEW QUESTION # 28
Johanna has qualified and converted her lead to an opportunity. What should be the new status of her lead?

- A. Escalated
- B. Qualified

- C. Unqualified
- D. Rejected
- E. Converted

Answer: E

Explanation:
In Oracle CX Sales, a lead's status changes to "Converted" (A) after being qualified and turned into an opportunity, marking the transition from lead to sales pipeline. "Rejected" (B) or "Unqualified" (D) applies to leads not pursued. "Qualified" (C) is an interim status before conversion. "Escalated" (E) indicates review, not conversion. The answer (Ans: 1) follows Oracle's lead lifecycle.

NEW QUESTION # 29
Which are the three initial factors to be considered for forecasting output?

- A. Win Probability
- B. Sales Stages
- C. Estimated Commission
- D. Close Date

Answer: A,B,D

Explanation:
Forecasting output in Oracle CX Sales relies on initial factors that predict revenue. "Win Probability" (B) estimates success likelihood, weighting the forecast. "Sales Stages" (C) show pipeline position, affecting timing and certainty. "Close Date" (D) determines when revenue is expected, critical for period-based forecasts. "Estimated Commission" (A) is a sales incentive, not a direct forecasting factor. The answer (Ans: 2, 3, 4) reflects Oracle's focus on probability, stage, and timing in forecasting.

NEW QUESTION # 30
Based on which four factors can the quoting application apply discounts on the quote?

- A. Customer Location
- B. Total Revenue of Quote
- C. Customer Identity
- D. Quantity of Product (Volume Discount)
- E. Product Specified

Answer: B,C,D,E

Explanation:
In Oracle CX Sales, the quoting application applies discounts based on predefined rules. "Customer Identity" (A) allows discounts tailored to specific accounts (e.g., key accounts or loyal customers). "Total Revenue of Quote" (B) enables discounts based on the overall value of the deal, encouraging larger purchases. "Product Specified" (D) allows product-specific promotions or discounts. "Quantity of Product (Volume Discount)" (E) is a common factor, incentivizing bulk purchases. "Customer Location" (C) might influence pricing but is less commonly a direct factor for discounts unless tied to regional promotions, which isn't standard in the quoting process. The answer (RDS: 1-2-4-5) reflects Oracle's flexible discount configuration.

NEW QUESTION # 31
In the Vendor Lead to Channel Opportunity process, which job role is responsible for accepting or rejecting leads?

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

Answer: A

Explanation:

In the Vendor Lead to Channel Opportunity process, the "Channel Sales Manager" (A) accepts or rejects leads assigned by the vendor, overseeing channel strategy and partner readiness. The "Partner Sales Manager" (B) and "Channel Sales Representative" (D) are partner-side, handling post-acceptance tasks. "Vendor Sales Manager" (C) and "Vendor Sales Representative" (E) focus on lead creation and assignment, not acceptance. The corrected answer (Acts: 1) aligns with Oracle's channel oversight role.

NEW QUESTION # 32
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