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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q88-Q93):

NEW QUESTION # 88

What is the purpose of IP tracking in Eloqua?

- A. To identify trends and patterns in lead behavior
- **B. To track the physical location of website visitors**
- C. To monitor the performance of email deliveries
- D. To measure the effectiveness of advertising campaigns

Answer: B

Explanation:

IP tracking in Eloqua enables you to identify the physical location of your website visitors based on their IP addresses. This information can be useful for various purposes, such as segmenting contacts based on their geographical location, personalizing content based on location, or analyzing regional trends in lead behavior.

NEW QUESTION # 89

What is a campaign in Oracle Eloqua?

- A. A campaign is a report that displays the results of a marketing strategy.
- B. A campaign is a segment of contacts in the Eloqua contact database.
- **C. A campaign is a collection of marketing assets, messaging, and activities designed to achieve a specific marketing goal.**
- D. A campaign is a software tool used to create and manage email marketing campaigns.

Answer: C

Explanation:

In Oracle Eloqua, a campaign is a strategic marketing initiative that brings together various marketing assets, messaging, and activities to achieve a specific marketing goal. It helps in organizing and executing marketing efforts, enabling marketers to track and measure the effectiveness of their campaigns. It is not a standalone software tool, report, or segment of contacts within the Eloqua contact database. -

NEW QUESTION # 90

Which of the following is NOT an 'Additional Eloqua Service'?

- **A. Eloqua Insight**
- B. Eloqua Profiler
- C. Eloqua Engage
- D. Eloqua Sales Tools

Answer: A

Explanation:

Eloqua Insight is not categorized as an 'Additional Eloqua Service'. It is a core service within Oracle Eloqua that provides powerful reporting and analytics capabilities, allowing marketers to gain insights from their campaign data. On the other hand, Eloqua Sales Tools, Eloqua Profiler, and Eloqua Engage are all considered 'Additional Eloqua Services' that extend the capabilities of Oracle Eloqua beyond basic marketing automation. Eloqua Sales Tools provides sales representatives with visibility into the activities of their prospects and the ability to create and manage their own email campaigns. Eloqua Profiler offers real-time contact profiling within Eloqua, empowering marketers and sales professionals to have comprehensive customer profiles. Eloqua Engage enables sales representatives to send personalized email communications from within their CRM system.

NEW QUESTION # 91

In Oracle Eloqua, which report would you use to evaluate the success of your marketing campaigns in terms of leads generated and revenue attributed?

- A. Campaign Canvas Report
- B. Email Analysis Report
- **C. Revenue Performance Report**
- D. Contact Activity Report

Answer: C

Explanation:

The Revenue Performance Report in Oracle Eloqua provides insights into the success of marketing campaigns in terms of leads generated and revenue attributed. It tracks the conversions and revenue generated from campaign activities, allowing marketers to assess the effectiveness of their campaigns in driving revenue. This report is particularly useful for measuring the return on investment (ROI) of marketing efforts.

NEW QUESTION # 92

What is a decision node in Oracle Eloqua's Program Canvas?

- **A. A node that places contacts into a specific path based on their behavior**
- B. A node that sends contacts through a series of steps sequentially
- C. A node that represents the starting point of a program flow
- D. A node that triggers specific actions when certain conditions are met

Answer: A

Explanation:

In Oracle Eloqua's Program Canvas, a decision node is used to route contacts into different paths based on their behavior or specific conditions. These nodes enable you to segment your contacts further and send them down different paths within the program. For example, you can use a decision node to redirect contacts who have clicked on a specific email link into a separate path for further engagement. -

NEW QUESTION # 93

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