

# Accurate Oracle 1z0-1108-2 Answers - 1z0-1108-2 PDF Download



## Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

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### Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• Order to Close Opportunity: 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• 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.</li> </ul>

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## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q38-Q43):

### NEW QUESTION # 38

In the Sales Play to Key Account process, which four key account values can be used to segment key accounts?

- A. Growth Potential
- B. Account Age
- C. Profitability
- D. Global Reach
- E. Commitment
- F. Frequent Business
- G. Goal Alignment

**Answer: A,E,F,G**

Explanation:

The Sales Play to Key Account process in Oracle CX Sales involves segmenting key accounts based on strategic value. "Goal Alignment" (C) assesses how well the account's objectives match the vendor's offerings. "Growth Potential" (D) evaluates future revenue opportunities. "Commitment" (F) measures the account's loyalty or partnership strength. "Frequent Business" (G) indicates transaction consistency, a key metric for prioritization. "Account Age" (A), "Global Reach" (B), and "Profitability" (E) are relevant but less emphasized in Oracle's key account segmentation compared to these four, which focus on relationship and potential. The answer (Ans: 3-4-6-7) reflects Oracle's account planning focus.

### NEW QUESTION # 39

Jeff is the Key Account Executive for Cleaner Company. John is the Sales Representative, Jerry is the Sales Vice President, Jonah is the Marketing Analyst, and Josiah is the Sales Manager (John's manager). Who is primarily responsible for creating the leads generated from campaign responses?

- A. Jonah
- B. Josiah
- **C. John**
- D. Jerry
- E. Jeff

**Answer: C**

Explanation:

In Oracle CX Sales, creating leads from campaign responses is an operational task typically assigned to the Sales Representative, who engages prospects directly. Here, "John" (D), the Sales Representative, is responsible for capturing and creating leads based on campaign data, such as responses tracked by marketing. "Jeff" (C), the Key Account Executive, focuses on strategic account management, not lead creation. "Josiah" (A), the Sales Manager, oversees the process but doesn't create leads. "Jerry" (B), the Sales VP, and "Jonah" (E), the Marketing Analyst, are too senior or marketing-focused for this task. The answer (Ans: 4) aligns with Oracle's lead generation workflow, where sales reps act on marketing inputs.

#### NEW QUESTION # 40

Which two life cycles are part of the Oracle CX Sales Business Process?

- **A. Creating**
- B. Managing Leads
- C. Developing
- D. Acquiring
- **E. Converting**

**Answer: A,E**

Explanation:

The Oracle CX Sales Business Process includes distinct life cycles. "Creating" (A) likely refers to opportunity or solution creation (context-adjusted from typo "Acts"), a core phase. "Converting" (E) covers lead-to-opportunity conversion, a fundamental CX Sales process. "Acquiring" (B) and "Managing Leads" (D) are subprocesses within broader cycles, while "Developing" (C) is vague and not a standard lifecycle term. The answer (Acts: 1-5, corrected to A, E) fits Oracle's lifecycle framework.

#### NEW QUESTION # 41

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

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

**Answer: B**

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 # 42

Quotes may have one of four statuses. During which status might a Sales Manager be required to approve an out-of-policy discount?

- **A. Pending Review**
- B. Created
- C. Pending Customer Approval

- D. Approved

**Answer: A**

Explanation:

In Oracle CX Sales, quote statuses include Created, Pending Review, Pending Customer Approval, and Approved. "Pending Review" (C) is when a Sales Manager might approve an out-of-policy discount, as it's the internal review stage before finalization. "Pending Customer Approval" (A) is post-internal approval, for customer sign-off. "Created" (B) is too early, pre-review. "Approved" (D) is post-approval, completed. The answer (A) fits Oracle's quote approval process.

## NEW QUESTION # 43

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