

1z0-1108-2덤프데모문제다운 - 1z0-1108-2인기덤프자료



Oracle 1Z0-1108-2 Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
(Demo Version – Limited Content)

For More Information – Visit link below:

<https://p2pexam.com/>

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참고: PassTIP에서 Google Drive로 공유하는 무료, 최신 1z0-1108-2 시험 문제집이 있습니다:

https://drive.google.com/open?id=1BP2d0AGAn25VGFM_vQbT8lb1g4g-Y40-

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Oracle 1z0-1108-2 시험요강:

주제	소개
주제 1	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.
주제 2	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.
주제 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.

주제 4	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.
주제 5	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.
주제 6	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.
주제 7	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.
주제 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.

>> 1z0-1108-2덤프데모문제 다운 <<

시험준비에 가장 좋은 1z0-1108-2덤프데모문제 다운 덤프 최신자료

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최신 Oracle HCM Business Process 1z0-1108-2 무료샘플문제 (Q14-Q19):

질문 # 14

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

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

정답: C,E

설명:

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.

질문 # 15

Charles is the Sales Representative for key account Ajax Inc. Carole is the Sales Manager, Catherine is the Sales Director, Carlos is the Marketing Director, and Clarice is the Marketing Vice President. Which two people are primarily responsible for analyzing

customer onboarding calls?

- A. Carole
- B. Clarice
- C. Carlos
- D. Catherine
- E. Charles

정답: A,E

설명:

Analyzing customer onboarding calls falls to sales roles directly involved with the account. "Charles" (A), the Sales Representative, handles day-to-day interactions and gathers insights from calls. "Carole" (C), the Sales Manager, oversees the process and ensures alignment with sales goals. "Catherine" (D), "Carlos" (E), and "Clarice" (B) are higher-level or marketing roles, less involved in operational analysis. The corrected answer (Ans: 1, 3) fits Oracle's sales team responsibilities.

질문 # 16

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

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

정답: A

설명:

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.

질문 # 17

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. Approved
- D. Pending Customer Approval

정답: A

설명:

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 (Ads: 3) fits Oracle's quote approval process.

질문 # 18

Which four job roles participate in the Acquiring Life Cycle?

- A. Channel Manager
- B. Marketing Manager
- C. Sales Representative
- D. Sales Manager
- E. Lead Specialist

BONUS!!! PassTIP 1z0-1108-2 시험 문제집 전체 버전을 무료로 다운로드하세요: https://drive.google.com/open?id=1BP2d0AGAn25VGFM_vQbT8lb1g4g-Y40-