

# Test 1Z0-1161-1 Collection Pdf - 100% Unparalleled Questions Pool



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## Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Oracle Cloud Success Navigator and Oracle Cloud Quality Standards: This section of the exam measures the skills of Training and Learning Managers and focuses on optimizing cloud adoption. It explains the importance of Cloud Success Navigator and Cloud Quality Standards in ensuring smooth implementation and ongoing optimization of Oracle Cloud solutions. The section also describes how OMBPs are embedded within Oracle Cloud and applied with Starter Configuration to create an efficient and scalable cloud environment.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>OMBPs for CX Sales Performance Management: This section of the exam measures the skills of Training and Learning Managers and covers sales performance management using OMBPs. It explains the process from designing a compensation plan to making participant payments, ensuring sales teams are effectively rewarded. The section highlights key considerations and takeaways for implementing CX Sales Performance OMBPs to optimize incentive structures. Furthermore, the key metrics used to measure the success of these OMBPs are described, helping organizations track and refine their compensation strategies.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>

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## Newest Test 1Z0-1161-1 Collection Pdf – 100% Pass-Sure Reliable Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Test Notes

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## Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q27-Q32):

### NEW QUESTION # 27

What is the primary function of the Back-to-Back Order Fulfillment process in Oracle Fusion Cloud SCM?

- **A. To link customer orders to supplier purchase orders for direct fulfillment.**
- B. To prioritize warehouse stock over supplier sourcing.
- C. To eliminate the need for supplier collaboration.
- D. To delay order fulfillment until inventory is replenished.

**Answer: A**

Explanation:

The Back-to-Back Order Fulfillment process in Oracle Fusion Cloud SCM optimizes order delivery. Its primary function is to link customer orders to supplier purchase orders for direct fulfillment.

Process: When a customer order is placed, it triggers a purchase order to the supplier, ensuring goods are sourced and shipped directly to fulfill the demand.

Benefit: Reduces inventory holding costs and speeds up fulfillment.

Option A (No Collaboration): Requires supplier integration, not elimination.

Option B (Delay): Aims for efficiency, not delays.

Option D (Warehouse Priority): Focuses on supplier sourcing, not existing stock.

Oracle Fusion Cloud SCM documentation, like "Order Management Guides," details this process.

### NEW QUESTION # 28

Which KPI provides valuable insight into the performance of the Opportunity to Quote OMBP?

- **A. Quote to Win Ratio that compares the number of quotes sent to the number of deals won.**
- B. Average Deal Size that provides insight into the typical value of revenue generated.
- C. Total Quotes Sent that tracks the aggregate number of quotes that have been generated and sent.

**Answer: A**

Explanation:

The Opportunity to Quote OMBP focuses on converting opportunities into successful quotes. The Quote to Win Ratio is the KPI that provides the most valuable insight into this process's performance.

It compares the number of quotes sent to the number of deals won, directly measuring the effectiveness of the quoting process in securing business.

A high ratio indicates quotes are well-targeted and compelling, while a low ratio signals inefficiencies or misalignments.

Option A (Total Quotes Sent): This measures activity volume but not success or performance quality.

Option B (Average Deal Size): While valuable, it reflects outcomes rather than the quoting process's performance.

Oracle Fusion Cloud CX Sales documentation, such as "CX Analytics FAQs," highlights Quote to Win Ratio as a critical KPI for assessing conversion efficiency in sales processes.

### NEW QUESTION # 29

What is the primary purpose of the Production Order to Cost Update OMBP in Oracle Fusion Cloud SCM?

- A. To automate the production process without human supervision.
- B. To ensure immediate financial benefits through real-time cost updates.
- **C. To provide accurate cost calculations for better decision-making.**
- D. To enhance customer relationship management.

**Answer: C**

Explanation:

The Production Order to Cost Update OMBP (Operational Management Business Process) in Oracle Fusion Cloud SCM focuses on integrating production activities with cost tracking. Its primary purpose is to provide accurate cost calculations for better decision-making.

Functionality: This process captures costs (e.g., materials, labor, overhead) from production orders and updates them in the system, ensuring financial accuracy.

Impact: Accurate cost data supports strategic decisions, such as pricing, budgeting, and profitability analysis, by reflecting true production expenses.

Option A (Financial Benefits): While cost updates contribute to financial clarity, "immediate benefits" overstates the purpose; accuracy is the focus.

Option C (CRM): Unrelated to customer relationship management, which is a CX function.

Option D (Automation): Focuses on cost updates, not full production automation.

Oracle Fusion Cloud SCM documentation, such as "Cost Management Guides," emphasizes accurate cost tracking for decision-making in this OMBP.

### NEW QUESTION # 30

What is the primary purpose of Oracle Cloud Success Navigator?

- A. Offer a platform for reporting bugs and issues with Oracle Cloud products.
- B. Automate the migration of on-premises solutions to Oracle Cloud.
- **C. Provide a best practice framework with tools and guidance that support organizations in the Cloud journey.**
- D. Provision Oracle Cloud Applications.

**Answer: C**

Explanation:

The primary purpose of Oracle Cloud Success Navigator is to provide a best practice framework with tools and guidance that support organizations in the Cloud journey.

Best Practice Framework: Offers resources, templates, and advice for planning, implementing, and optimizing Oracle Cloud solutions.

Tools and Guidance: Includes features like the Adoption Center and starter environments to ensure success from deployment to ongoing innovation.

This holistic support distinguishes it as a strategic enabler for cloud adoption.

Option A (Bug Reporting): Bug reporting occurs via other channels (e.g., My Oracle Support).

Option B (Provisioning): Provisioning is handled by Oracle Cloud Infrastructure, not Success Navigator.

Option D (Migration Automation): Migration support exists, but automation isn't its primary focus.

Oracle's "Get Started" and "Cloud Success Navigator Overview" documentation confirm its role as a guiding framework.

### NEW QUESTION # 31

What is the primary function of the Knowledge Gap to Deliver Resolution OMBP in Oracle Fusion Cloud CX Service?

- A. To eliminate the need for a knowledge base.
- B. To automate customer inquiries and reduce agent interaction.
- C. To focus on agent training without resolving customer issues.
- **D. To provide agents with AI/ML-powered knowledge base search tools.**

**Answer: D**

Explanation:

The Knowledge Gap to Deliver Resolution OMBP in Oracle Fusion Cloud CX Service aims to empower agents to resolve issues efficiently. Its primary function is to provide agents with AI/ML-powered knowledge base search tools.

AI/ML Tools: Enable real-time, intelligent searches of the knowledge base, delivering relevant solutions instantly based on case context.

Impact: Reduces resolution time and improves accuracy, bridging the knowledge gap effectively.

Option A (No Knowledge Base): Contradicts the OMBP's reliance on knowledge resources.

Option C (Automation): Focuses on agent empowerment, not full automation.

Option D (Training Focus): Training is supplementary; resolution is the goal.

Oracle Fusion Cloud CX Service documentation, such as "Oracle AI for Fusion Applications," emphasizes AI/ML search tools for this OMBP.

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