

# New 1z0-1108-2 Test Review - Test 1z0-1108-2 Price



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## Quiz 2026 1z0-1108-2: Marvelous New Oracle Sales Business Process Foundations Associate Rel 2 Test Review

Our desktop Oracle 1z0-1108-2 practice exam software is designed for all those candidates who want to learn and practice in the actual Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam environment. This desktop practice exam software completely depicts the Oracle 1z0-1108-2 Exam scenario with proper rules and regulations so you can practice all the hurdles and difficulties.

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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<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>
Topic 3	<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 4	<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 5	<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 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 8	<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 9	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 10	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 11	<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>

## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q12-Q17):

### NEW QUESTION # 12

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

- A. Approved
- B. Created
- C. Pending Review
- D. Pending Customer Approval

**Answer: C**

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

### NEW QUESTION # 13

In the Channel Lead to Vendor Opportunity process, in your organization, Sam is a Partner Sales Representative, Tina is a Partner Sales Manager, Victoria is a Channel Account Manager, and Walter is the Channel Vice President. Who has the responsibility of

assigning an opportunity to Sam?

- A. Victoria
- B. Walter
- C. Tina
- D. Sam himself

**Answer: A**

Explanation:

In the Channel Lead to Vendor Opportunity process, the "Channel Account Manager" (A), Victoria, assigns opportunities to partners like Sam, the Partner Sales Representative, ensuring alignment with vendor goals. "Walter" (B), Channel VP, is too senior. "Tina" (C), Partner Sales Manager, oversees Sam but doesn't assign from the vendor side. "Sam himself" (D) doesn't self-assign. The answer (Ans: 1, corrected from 4) reflects Oracle's channel assignment role.

#### NEW QUESTION # 14

Which statement about quote generation is incorrect?

- A. Discounts may be applied to the quote during the quote generation process.
- B. Quotes are created based on the product details in the opportunity.
- C. The quoting application may add products and services vital for a successful solution.
- D. Once a quote is complete, it is immediately sent to the customer for approval.

**Answer: D**

Explanation:

In Oracle CX Sales, quote generation follows a structured process. "Discounts may be applied" (B) is correct, as discounts are configurable during quoting. "Quotes are created based on opportunity product details" (C) is accurate, linking quotes to opportunities. "Adding vital products/services" (D) is possible to ensure a complete solution. However, "immediately sent to the customer" (A) is incorrect because quotes typically require internal review or approval (e.g., for out-of-policy discounts) before being sent, making this the incorrect statement (RDS: 1).

#### NEW QUESTION # 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. Charles
- C. Clarice
- D. Carlos
- E. Catherine

**Answer: A,B**

Explanation:

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.

#### NEW QUESTION # 16

Sales groups help the business team to analyze opportunities of a similar type and track their progression in the sales pipeline. On which three criteria can sales groups be based?

- A. Sales Manager
- B. Product
- C. Business Lines

- [illegible]

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