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Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
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The importance of cracking the Professional Oracle 1z0-1108-2 Certification test is increasing, and almost everyone is taking it to validate their skills. Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) has tried its best to make this learning material the best and most user-friendly, so the candidates don't face excessive issues. The applicants can easily prepare from our real Oracle Sales Business Process Foundations Associate Rel 2 Exam QUESTIONS and clear test within a few days.

Oracle 1z0-1108-2 Exam Syllabus Topics:

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

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

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q13-Q18):

NEW QUESTION # 13

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. Jerry
- **C. John**

- D. Josiah
- 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 # 14

Which job role is responsible for accepting leads, qualifying leads, and converting leads to opportunities?

- A. Sales Director
- B. Channel Sales Manager
- C. Sales Manager
- D. Partner Sales Manager

Answer: C

Explanation:

The "Sales Manager" (D) in Oracle CX Sales oversees the full lead process-accepting, qualifying, and converting-especially in direct sales contexts, ensuring team execution. The "Sales Director" (A) is too senior, focusing on strategy. The "Channel Sales Manager" (B) and "Partner Sales Manager" (C) manage channel or partner activities, not direct lead handling. The answer (Ans: 4) fits Oracle's sales management scope.

NEW QUESTION # 15

Based on which four factors can the quoting application apply discounts on the quote?

- A. Quantity of Product (Volume Discount)
- B. Customer Identity
- C. Product Specified
- D. Customer Location
- E. Total Revenue of Quote

Answer: A,B,C,E

Explanation:

In Oracle CX Sales, the quoting application applies discounts based on predefined rules. "Customer Identity" (A) allows discounts tailored to specific accounts (e.g., key accounts or loyal customers). "Total Revenue of Quote" (B) enables discounts based on the overall value of the deal, encouraging larger purchases. "Product Specified" (D) allows product-specific promotions or discounts. "Quantity of Product (Volume Discount)" (E) is a common factor, incentivizing bulk purchases. "Customer Location" (C) might influence pricing but is less commonly a direct factor for discounts unless tied to regional promotions, which isn't standard in the quoting process. The answer (RDS: 1-2-4-5) reflects Oracle's flexible discount configuration.

NEW QUESTION # 16

Which two are lead generation objectives?

- A. Convert prospects into customers.
- B. Boost sales.
- C. Reduce submitted service requests from customers.
- D. Increase brand awareness on social media sites.

Answer: A,B

Explanation:

Lead generation in Oracle CX Sales aims to drive sales outcomes. "Convert prospects into customers" (B) is a primary objective, turning leads into revenue. "Boost sales" (D) is the ultimate goal, tied to lead conversion. "Reduce service requests" (A) is a service goal, not lead generation. "Increase brand awareness" (C) is a marketing byproduct, not a direct objective. The answer (Ans: 2-4) aligns with Oracle's lead generation focus.

NEW QUESTION # 17

Which four key factors are used for service provision?

- A. Product Installation Date
- B. Subscription Cancellation Date
- C. Product Shipment Date
- D. Warranty Start Date
- E. Subscription Activation Date
- F. Opportunity Close Date
- G. Quote Close Date

Answer: A,C,D,E

Explanation:

Service provision in Oracle CX Sales ties to post-sale triggers. "Warranty Start Date" (B) initiates warranty services. "Subscription Activation Date" (C) begins subscription services. "Product Installation Date" (E) marks installation service needs. "Product Shipment Date" (F) triggers delivery-related services. "Opportunity Close Date" (A) and "Quote Close Date" (D) are sales-focused, not service-specific. "Subscription Cancellation Date" (G) ends services, not provisions them. The answer (Acts: 2-3-5-6) aligns with Oracle's service triggers.

NEW QUESTION # 18

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