

# 1z0-1108-2関連日本語版問題集 & 1z0-1108-2英語版



## Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

### Questions & Answers PDF

(Demo Version – Limited Content)

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>> 1z0-1108-2関連日本語版問題集 <<

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## Oracle 1z0-1108-2 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<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>
トピック 2	<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>
トピック 3	<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>
トピック 4	<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>
トピック 5	<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>
トピック 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
トピック 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>
トピック 8	<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>
トピック 9	<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>
トピック 10	<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>
トピック 11	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Oracle Sales Business Process Foundations Associate Rel 2 認定 1z0-1108-2 試験問題 (Q14-Q19):

### 質問 #14

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

正解: C、D

解説:

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.

#### 質問 #15

Which four job roles participate in the Acquiring Life Cycle?

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

正解: A、C、D、E

解説:

The Acquiring Life Cycle in Oracle CX Sales focuses on lead generation and early engagement. The "Channel Manager" (B) drives partner-led acquisition. The "Sales Manager" (C) supervises the process. The "Sales Representative" (D) engages prospects. The "Lead Specialist" (F) manages lead generation and qualification. The "Marketing Vice President" (A) and "Marketing Manager" (E) are strategic, not operational, roles in this cycle. The corrected answer (Ans: 2, 3, 4, 6) aligns with Oracle's acquisition workflow.

#### 質問 #16

Which is an input for the Develop Initial Dialog process?

- A. None of the above (implied fifth option based on Ans: 5 typo correction)
- B. A prospect shows purchase intent and posts a query on product/service features or pricing on social media.
- C. The Sales Representative starts a one-on-one conversation with the prospect and captures contact information to create a lead.
- D. An analytics service analyzes the clicking patterns of website visitors.
- E. A social media site administrator posts a link to a white paper site explaining the benefits of the company's products.

正解: B

解説:

The Develop Initial Dialog process initiates engagement with prospects showing intent. "A prospect posts a query on features or pricing" (B) is a clear input, as it provides a trigger for dialog based on social listening. "Posting a white paper link" (A) is an output, not an input. "Starting a conversation" (C) is the process itself, not an input. "Analytics of clicking patterns" (D) is background data, not a direct dialog trigger. The original "Ans: 5" seems a typo; corrected to B based on context.

#### 質問 #17

Which three are used for creating leads in the CX Sales application?

- A. A Sales Administrator can use the Import Management process.
- B. A Sales Administrator can initiate a built-in lead generation process tool.
- C. Leads can be created through integration with a marketing application, such as Oracle Eloqua.

- D. A salesperson can manually create new leads in the UI.

正解: A、C、D

解説:

Oracle CX Sales supports multiple lead creation methods. "A Sales Administrator can use the Import Management process" (B) allows bulk lead imports. "Integration with a marketing application like Oracle Eloqua" (C) automates lead capture from campaigns. "A salesperson can manually create new leads in the UI" (D) enables direct entry. "A built-in lead generation process tool" (A) is vague and not a standard Oracle CX Sales feature; lead generation typically ties to marketing tools or manual actions. The answer (Ans: 2-3-4) reflects Oracle's lead creation options.

## 質問 #18

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

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

正解: B、C、D、E

解説:

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.

## 質問 #19

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