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## Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q78-Q83):

### NEW QUESTION # 78

Which feature of Oracle Eloqua allows sales teams to access and manage their leads seamlessly within their CRM system?

- A. Eloqua Web Data Lookup
- B. Eloqua Sales Tools
- C. Eloqua Content Syndication
- D. Eloqua Profiler

**Answer: B**

Explanation:

Eloqua Sales Tools is a feature within Oracle Eloqua that enables the integration between Eloqua and the CRM system used by the sales teams. It allows sales teams to access and manage leads, contacts, and activities within their CRM system while leveraging the automation and personalization capabilities of Eloqua. With Eloqua Sales Tools, sales teams can seamlessly work with the leads generated by marketing campaigns and provide a consistent and personalized experience to their prospects.

**NEW QUESTION # 79**

How can you add data into Eloqua from external sources?

- A. Importing data in CSV format
- **B. All of the above**
- C. Manually entering data through the Eloqua interface
- D. Using Eloqua's API

**Answer: B**

Explanation:

Eloqua provides multiple ways to add data from external sources. Using Eloqua's API, you can integrate with external systems and applications to push or pull data automatically. Importing data in CSV format allows you to upload bulk data from files. Additionally, you can manually enter data through the Eloqua interface when dealing with smaller datasets. All of these methods can be used to add data into Eloqua from external sources.

**NEW QUESTION # 80**

Which of the following user roles in Oracle Eloqua allows users to manage and customize the platform's settings and configurations?

- **A. Administrator**
- B. Marketing User
- C. Sales User
- D. Analyst

**Answer: A**

Explanation:

The user role of Administrator in Oracle Eloqua grants users the ability to manage and customize the platform's settings and configurations. Administrators have the highest level of access and can make changes to various aspects of the platform, such as creating and managing security groups, defining custom data fields, configuring integrations with other systems, and more.

**NEW QUESTION # 81**

When importing a contact list into Oracle Eloqua, which field is commonly used to uniquely identify each contact?

- **A. Email Address**
- B. Last Name
- C. First Name
- D. Company Name

**Answer: A**

Explanation:

When importing a contact list into Oracle Eloqua, the Email Address field is commonly used to uniquely identify each contact. This field serves as the primary identifier for contacts in the system and is essential for effective communication and tracking.

**NEW QUESTION # 82**

Which of the following best defines a data model in Oracle Eloqua?

- **A. A set of rules defining how data is organized and stored in Eloqua.**

- B. A diagram that represents the structure of the database.
- C. A document providing guidelines for data integration with Eloqua.
- D. A list of data fields available in Eloqua for marketing automation.

**Answer: A**

Explanation:

A data model in Oracle Eloqua defines the structure of the database, including tables, fields, and relationships. It specifies the rules for organizing and storing data within Eloqua, ensuring consistency and integrity. It serves as a blueprint for how data is represented and managed within the marketing automation platform.

## NEW QUESTION # 83

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