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Oracle Sales Business Process Foundations Associate Rel 2

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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> • 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.
Topic 5	<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 6	<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 (Q41-Q46):

NEW QUESTION # 41

Johanna has qualified and converted her lead to an opportunity. What should be the new status of her lead?

- A. Rejected
- B. Escalated
- C. Unqualified
- **D. Converted**
- E. Qualified

Answer: D

Explanation:

In Oracle CX Sales, a lead's status changes to "Converted" (A) after being qualified and turned into an opportunity, marking the transition from lead to sales pipeline. "Rejected" (B) or "Unqualified" (D) applies to leads not pursued. "Qualified" (C) is an interim status before conversion. "Escalated" (E) indicates review, not conversion. The answer (Ans: 1) follows Oracle's lead lifecycle.

NEW QUESTION # 42

Which two statements are true about the lead qualification process?

- A. The lead rank determines the lead score.
- **B. Lead qualification templates are a series of questions and responses that generate a lead score.**
- C. Lead qualification templates are the only method available to qualify a lead.
- **D. Leads are analyzed by lead qualification templates.**

Answer: B,D

Explanation:

In Oracle CX Sales, lead qualification uses structured tools. "Lead qualification templates are a series of questions and responses that generate a lead score" (B) is true, as templates assess lead quality via scored criteria. "Leads are analyzed by lead qualification templates" (C) is also true, describing how templates evaluate leads systematically. "Lead qualification templates are the only method" (A) is false, as manual qualification is also possible. "The lead rank determines the lead score" (D) is incorrect; lead score influences rank, not vice versa. The answer (Ans: 2, 3) matches Oracle's lead management framework.

NEW QUESTION # 43

In the Vendor Lead to Channel Opportunity process, which job role is responsible for accepting or rejecting leads?

- A. Vendor Sales Manager
- B. Partner Sales Manager
- **C. Channel Sales Manager**
- D. Channel Sales Representative
- E. Vendor Sales Representative

Answer: C

Explanation:

In the Vendor Lead to Channel Opportunity process, the "Channel Sales Manager" (A) accepts or rejects leads assigned by the vendor, overseeing channel strategy and partner readiness. The "Partner Sales Manager" (B) and "Channel Sales Representative" (D) are partner-side, handling post-acceptance tasks. "Vendor Sales Manager" (C) and "Vendor Sales Representative" (E) focus on lead creation and assignment, not acceptance. The corrected answer (Acts: 1) aligns with Oracle's channel oversight role.

NEW QUESTION # 44

Which statement about quote generation is incorrect?

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

Answer: C

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 # 45

Beth is the Key Account Executive for Brands Inc. Bertha is the Sales Representative, Bobbie is the Marketing Analyst, and Bernice is the Marketing Director. Who is responsible for generating and analyzing campaign responses?

- A. Beth
- B. Bernice
- **C. Bobbie**
- D. Bertha

Answer: C

Explanation:

Generating and analyzing campaign responses is a marketing analytics task. "Bobbie" (A), the Marketing Analyst, is responsible for tracking and interpreting campaign data. "Beth" (B), the Key Account Executive, focuses on account strategy, while "Bertha" (C), the Sales Representative, handles sales execution. "Bernice" (D), the Marketing Director, oversees strategy, not detailed analysis. The corrected answer (Ans: 3 typo corrected to A) aligns with Oracle's marketing roles.

NEW QUESTION # 46

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