

# Guide 1z0-1108-2 Torrent & 1z0-1108-2 Training Pdf



**Oracle**

1Z0-1108-2 Exam

Oracle Sales Business Process Foundations Associate Rel 2

Exam Latest Version: 6.0

**DEMO Version**

**Full Version Features:**

- 90 Days Free Updates
- 30 Days Money Back Guarantee
- Instant Download Once Purchased
- 24 Hours Live Chat Support

**Full version is available at link below with affordable price.**

<https://boost2certify.com/oracle/1z0-1108-2>

<https://boost2certify.com/oracle/1z0-1108-2>

Page 1 of 6

P.S. Free & New 1z0-1108-2 dumps are available on Google Drive shared by VerifiedDumps: <https://drive.google.com/open?id=1kROuX1FZ-0CeRJLg2Y6ljgivUjeRacu>

The VerifiedDumps is a leading platform that is committed to ace the 1z0-1108-2 exam preparation and enabling the candidates to pass the final 1z0-1108-2 exam easily. These Oracle 1z0-1108-2 exam questions are designed and verified by qualified 1z0-1108-2 subject matter experts. They work closely and check all 1z0-1108-2 Exam Practice test questions step by step and ensure the top standard of 1z0-1108-2 exam questions all the time. So rest assured that with the 1z0-1108-2 exam dumps you will get everything that you need to prepare and pass the Oracle Sales Business Process Foundations Associate Rel 2 certification exam with good scores.

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

Topic	Details
Topic 1	<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 2	<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 3	<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 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>
Topic 5	<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>
Topic 6	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 7	<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>

>> Guide 1z0-1108-2 Torrent <<

## 1z0-1108-2 Training Pdf - Exam 1z0-1108-2 Simulator Online

The service of 1z0-1108-2 test guide is very prominent. It always considers the needs of customers in the development process. There are three versions of our 1z0-1108-2 learning question, PDF, PC and APP. You can choose according to your needs. Of course, you can use the trial version of 1z0-1108-2 exam training in advance. After you use it, you will have a more profound experience. You can choose your favorite our 1z0-1108-2 Study Materials version according to your feelings. I believe that you will be more inclined to choose a good service product, such as 1z0-1108-2 learning question

## Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q24-Q29):

### NEW QUESTION # 24

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

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

**Answer: C**

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 # 25

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

**Answer: B,E**

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 # 26

As part of the Research and Engage Prospects stage, which option best defines social listening?

- A. Monitoring websites for unfavorable opinions of a company's products
- **B. Monitoring social media for buyer digital body language, buying cues, and requests for recommendations**
- C. Responding to customer complaints through direct responses on social media websites
- D. Generating product hype by paying influencers on social media sites

**Answer: B**

Explanation:

Social listening in Oracle CX Sales involves proactively tracking social media for insights into prospect behavior. "Monitoring social media for buyer digital body language, buying cues, and recommendations" (D) best defines this, as it focuses on identifying purchase intent and engagement opportunities. "Monitoring websites for opinions" (A) is narrower, "responding to complaints" (B) is reactive, and "paying influencers" (C) is a marketing tactic, not listening. Answer (Ans: 4) aligns with Oracle's prospect engagement strategy.

#### NEW QUESTION # 27

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

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

**Answer: B**

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 # 28

Which statement about quote generation is incorrect?

- A. Discounts may be applied to the quote during the quote generation process.
- B. The quoting application may add products and services vital for a successful solution.
- C. Quotes are created based on the product details in the opportunity.
- **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 # 29

.....

Our company keeps pace with contemporary talent development and makes every learners fit in the needs of the society. Based on advanced technological capabilities, our 1z0-1108-2 study materials are beneficial for the masses of customers. Our experts have plenty of experience in meeting the requirement of our customers and try to deliver satisfied 1z0-1108-2 Exam guides to them. Our 1z0-1108-2 exam prepare is definitely better choice to help you go through the test.

**1z0-1108-2 Training Pdf:** <https://www.verifiedumps.com/1z0-1108-2-valid-exam-braindumps.html>

- Quiz 2026 Perfect Oracle Guide 1z0-1108-2 Torrent ☐ Enter ( [www.practicevce.com](http://www.practicevce.com) ) and search for ☐ 1z0-1108-2 ☐ to download for free ☐ 1z0-1108-2 Torrent
- Pass Guaranteed Oracle - 1z0-1108-2 Perfect Guide Torrent ☐ Search for ➡ 1z0-1108-2 ☐ on ➡ [www.pdfvce.com](http://www.pdfvce.com) ⇐ immediately to obtain a free download ☐ Reliable 1z0-1108-2 Dumps Ppt
- Use Oracle 1z0-1108-2 Questions - Best Strategy To Beat The Exam Stress ☐ Copy URL ➡ [www.validtorrent.com](http://www.validtorrent.com) ⇐ open and search for ▶ 1z0-1108-2 ◀ to download for free ☐ Valid 1z0-1108-2 Dumps
- 1z0-1108-2 – 100% Free Guide Torrent | Reliable Oracle Sales Business Process Foundations Associate Rel 2 Training Pdf ☐ Download ➡ 1z0-1108-2 ☐ for free by simply entering ▶ [www.pdfvce.com](http://www.pdfvce.com) ◀ website ↗ 1z0-1108-2 Reliable Test Guide
- Quiz 2026 Perfect Oracle Guide 1z0-1108-2 Torrent ☐ Open ➡ [www.troytecdumps.com](http://www.troytecdumps.com) ☐ enter ▶ 1z0-1108-2 ◀ and obtain a free download ☐ 1z0-1108-2 Latest Exam Labs
- 1z0-1108-2 Latest Exam Practice ☐ 1z0-1108-2 Latest Study Materials ☐ Book 1z0-1108-2 Free ☐ Search for 「 1z0-1108-2 」 and download exam materials for free through 【 [www.pdfvce.com](http://www.pdfvce.com) 】 ☐ Test 1z0-1108-2 Registration
- Efficient Guide 1z0-1108-2 Torrent to Obtain Oracle Certification ☐ Simply search for ➡ 1z0-1108-2 ☐ for free download on ➡ [www.examcollectionpass.com](http://www.examcollectionpass.com) ☐ ☐ Exam 1z0-1108-2 Simulator Online
- Efficient Guide 1z0-1108-2 Torrent to Obtain Oracle Certification ☐ Immediately open “[www.pdfvce.com](http://www.pdfvce.com)” and search for 「 1z0-1108-2 」 to obtain a free download ☐ Test 1z0-1108-2 Registration
- Pass Guaranteed Oracle - 1z0-1108-2 Perfect Guide Torrent ☐ Easily obtain free download of “1z0-1108-2” by searching on ▶ [www.pdfdumps.com](http://www.pdfdumps.com) ◀ ☐ 1z0-1108-2 Actual Exam Dumps
- 1z0-1108-2 Torrent ☐ 1z0-1108-2 Latest Exam Labs ☐ 1z0-1108-2 Pass Guide ☐ Easily obtain ➡ 1z0-1108-2 ☐ ☐ ☐ for free download through ▶ [www.pdfvce.com](http://www.pdfvce.com) ◀ ☐ Valid 1z0-1108-2 Dumps
- 1z0-1108-2 – 100% Free Guide Torrent | Reliable Oracle Sales Business Process Foundations Associate Rel 2 Training Pdf ☐ Open website [ [www.prepawaypdf.com](http://www.prepawaypdf.com) ] and search for ☐ 1z0-1108-2 ☐ for free download ☐ 1z0-1108-2 Latest Exam Labs
- [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.quora.com](http://www.quora.com), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [myportal.utt.edu.tt](http://myportal.utt.edu.tt), [www.stes.tyc.edu.tw](http://www.stes.tyc.edu.tw), [shortcourses.russellcollege.edu.au](http://shortcourses.russellcollege.edu.au), Disposable vapes

What's more, part of that VerifiedDumps 1z0-1108-2 dumps now are free: <https://drive.google.com/open?id=1kROuX1FZ-0CeRJLgI2Y6ljgUjeRacu>