1z0-1108-2勉強資料 & 1z0-1108-2日本語版受験参考書

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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	• 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.
トピック 2	• 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.

トピック 3	• 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.
トピック 4	• 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.
トピック 5	• 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.
トピック 6	• 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.
トピック 7	• 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.
トピック 8	• 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.
トピック 9	• 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.
トピック 10	• 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.
トピック 11	• 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.
トピック 12	• 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.

>> 1z0-1108-2勉強資料 <<

1z0-1108-2日本語版受験参考書、1z0-1108-2受験対策書

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Oracle Sales Business Process Foundations Associate Rel 2 認定 1z0-1108-2 試験問題 (Q21-Q26):

質問 #21
Which four are steps in the Final Forecast Submission process?

- A. The Sales Manager reviews the forecast and decides whether to accept or reject it.
- B. The Sales Manager can perform adjustments in the forecast and resubmit it.
- C. A Sales Representative submits the initial forecast to the Sales Manager.
- D. If the Sales Manager is not satisfied with the forecast, then they can reject it with rejection notes.
- E. The Sales Representative can bypass the Sales Manager and directly submit a forecast.

正解：A、B、C、D

解説：
The Final Forecast Submission process in Oracle CX Sales is hierarchical. "A Sales Representative submits the initial forecast" (A) starts the process. "The Sales Manager adjusts and resubmits" (C) allows refinements. "The Sales Manager reviews and decides" (D) is core to approval. "The Sales Manager rejects with notes" (E) ensures feedback. "Bypassing the Sales Manager" (B) contradicts Oracle's structured workflow, making it false. The answer (Ans: 1, 3, 4, 5) aligns with Oracle's forecasting hierarchy.

質問 # 22
Which two statements concerning lead score are correct?

- A. Lead score can be used as a criterion for lead ranking rules.
- B. Lead scoring rules can only be run once per week.
- C. The data points/input that form the overall score must come from the lead source data.
- D. Lead score is a score assigned to a lead that can help in its qualification for further stages.

正解：A、D

解説：
In Oracle CX Sales, "Lead score is a score assigned to a lead that can help in its qualification" (A) is true, aiding prioritization. "Lead score can be used as a criterion for lead ranking rules" (C) is also true, as scores drive rank tiers. "Must come from lead source data" (B) is false, as scores use multiple data points (e.g., behavior, profile). "Only run once per week" (D) is incorrect, as scoring can be dynamic. The answer (Ads: 1, 3) reflects Oracle's flexible scoring system.

質問 # 23
Which job role is responsible for qualifying channel leads?

- A. Sales Manager
- B. Channel Account Manager
- C. Partner Sales Representative
- D. Sales Director
- E. Channel Sales Manager

正解：C

解説：
In the Oracle CX Sales channel process, the "Partner Sales Representative" (D) qualifies channel leads, as they work directly with prospects to assess fit and potential. The "Channel Sales Manager" (A) and "Channel Account Manager" (B) oversee channel strategy and partner assignments, not lead qualification. The "Sales Manager" (C) manages direct sales teams, while the "Sales Director" (E) is too senior for this task. The answer (Ans: 4) reflects Oracle's partner-centric lead qualification process.

質問 # 24
Which are the three initial factors to be considered for forecasting output?

- A. Sales Stages
- B. Win Probability
- C. Estimated Commission
- D. Close Date

正解：A、B、D

解説：

Forecasting output in Oracle CX Sales relies on initial factors that predict revenue. "Win Probability" (B) estimates success likelihood, weighting the forecast. "Sales Stages" (C) show pipeline position, affecting timing and certainty. "Close Date" (D) determines when revenue is expected, critical for period-based forecasts. "Estimated Commission" (A) is a sales incentive, not a direct forecasting factor. The answer (Ans: 2, 3, 4) reflects Oracle's focus on probability, stage, and timing in forecasting.

質問＃25
Which three are used for creating leads in the CX Sales application?

- A. Leads can be created through integration with a marketing application, such as Oracle Eloqua.
- B. A Sales Administrator can initiate a built-in lead generation process tool.
- C. A Sales Administrator can use the Import Management process.
- 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＃26
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