

Die neuesten 1z0-1108-2 echte Prüfungsfragen, Oracle 1z0-1108-2 originale fragen



Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
(Demo Version – Limited Content)

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Viele IT-Leute sind sich einig, dass Oracle 1z0-1108-2 Zertifikat ein Sprungbrett zu dem Höhepunkt der IT-Branche ist. Deshalb kümmern sich viele IT-Experten um die Oracle 1z0-1108-2 Zertifizierungsprüfung.

Oracle 1z0-1108-2 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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.
Thema 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.
Thema 3	• 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.

Thema 4	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.
Thema 5	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.
Thema 6	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.
Thema 7	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.
Thema 8	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.
Thema 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.
Thema 10	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.

>> 1z0-1108-2 Praxisprüfung <<

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Die Schwierigkeiten können den Charakter eines Menschen testen. Eine schlechte Situation kann die Aufrichtigkeit eines Menschen zeigen. Wenn man einer schlechten Situation gegenüberstehen, können nur die mutigen es ganz leichtnehmen. Sind Sie ein mutiger Mensch? Wenn Sie sich nicht so gut auf Ihre Prüfung vorbereiten, können Sie es noch leichtnehmen. Weil Sie die Fragenkataloge zur Oracle 1z0-1108-2 Prüfung von It-Prüfung haben. Und eine Oracle 1z0-1108-2 Prüfung wird Sie nicht niederschlagen.

Oracle Sales Business Process Foundations Associate Rel 2 1z0-1108-2 Prüfungsfragen mit Lösungen (Q21-Q26):

21. Frage

Which two statements are true about the lead conversion process?

- A. Sales account, product, and revenue information are passed on to the new opportunity.
- B. When a lead is converted, the status of the lead is changed to Closed.
- C. When a lead is converted, the status of the lead is changed to Converted.
- D. A lead can be automatically converted to an opportunity through the qualification process.

Antwort: A,C

Begründung:

In Oracle CX Sales, "Sales account, product, and revenue information are passed on" (A) is true, as these details populate the opportunity. "Status changed to Converted" (C) is also true, marking the lead's transition. "Automatically converted through qualification" (B) can occur with rules, but isn't universally true without configuration. "Status changed to Closed" (D) is false; "Converted" is distinct from "Closed" (e.g., Retired). The answer (Ans: 1, 3) aligns with Oracle's lead lifecycle.

22. Frage

Which job role is responsible for qualifying channel leads?

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

Antwort: E

Begründung:

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.

23. Frage

In the Vendor Lead to Channel Opportunity process, which job role is responsible for assigning an opportunity (generated by converting a lead) to the appropriate partner?

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

Antwort: B

Begründung:

In the Vendor Lead to Channel Opportunity process, the "Channel Account Manager" (B) is responsible for overseeing partner relationships and assigning opportunities to the appropriate partner after lead conversion. This role ensures alignment between vendor goals and partner execution. The "Channel Sales Manager" (A) focuses on broader channel strategy, while "Partner Sales Representative" (C) and "Partner Sales Manager" (D) are partner-side roles, not typically responsible for vendor-side assignments. The corrected answer (RDS: 2) fits Oracle's channel management hierarchy.

24. Frage

Which two statements concerning lead score are correct?

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

Antwort: A,C

Begründung:

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.

25. Frage

In the Vendor Lead to Channel Opportunity process, which job role is responsible for reviewing the assigned opportunity details, accepting the opportunity, and engaging the appropriate resources to manage the opportunity to a successful conclusion?

- A. Partner Account Manager

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

Antwort: E

Begründung:

The "Partner Sales Representative" (D) is tasked with reviewing and accepting opportunities assigned by the vendor (via the Channel Account Manager) and driving them to closure by engaging resources. This role is partner-side and operational, unlike "Partner Account Manager" (A) or "Channel Account Manager" (E), which are more strategic. "Sales Manager" (B) and "Channel Sales Manager" (C) oversee broader teams, not individual opportunity management. The answer (Ans: 4 from Page 3) reflects partner-side responsibility.

26. Frage

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In den letzten Jahren ist die Oracle 1z0-1108-2 Zertifizierungsprüfung schon eine der einflussreichsten Zertifizierungsprüfung in Bezug auf das Computer geworden. Aber wie kann man die Oracle 1z0-1108-2 Zertifizierungsprüfung mühelos bestehen? Unser It-Pruefung kann Ihnen immer helfen, dieses Problem schnell zu lösen, indem wir Ihnen die 1z0-1108-2 Schulungsunterlagen zu 1z0-1108-2 Zertifikationsprüfung anbieten. Die Inhalte der 1z0-1108-2 Zertifizierungsprüfung bestehen aus den neuesten Prüfungsmaterialien von den IT-Fachleuten.

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