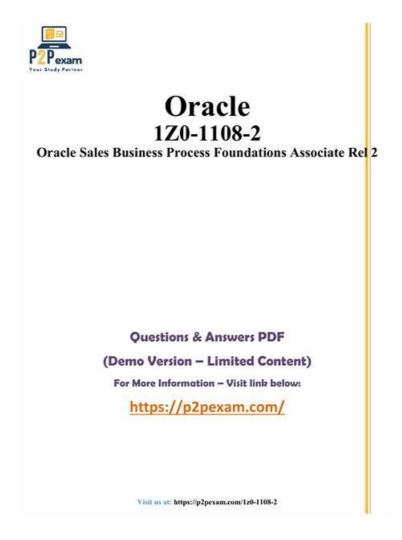
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# Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q17-Q22):

## **NEW QUESTION #17**

Which two life cycles are part of the Oracle CX Sales Business Process?

- A. Creating
- B. Acquiring
- C. Developing
- D. Converting
- E. Managing Leads

#### Answer: A,D

#### Explanation:

The Oracle CX Sales Business Process includes distinct life cycles. "Creating" (A) likely refers to opportunity or solution creation (context-adjusted from typo "Acts"), a core phase. "Converting" (E) covers lead-to-opportunity conversion, a fundamental CX Sales process. "Acquiring" (B) and "Managing Leads" (D) are subprocesses within broader cycles, while "Developing" (C) is vague and not a standard lifecycle term. The answer (Acts: 1-5, corrected to A, E) fits Oracle's lifecycle framework.

#### **NEW QUESTION #18**

Which two job roles are involved in the Convert Lead to Opportunity process?

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

### Answer: B,E

#### Explanation:

In Oracle CX Sales, the Convert Lead to Opportunity process involves operational and oversight roles. The "Sales Manager" (C) supervises the conversion, ensuring quality. The "Sales Representative" (D) executes it, qualifying and converting leads. The "Partner Sales Representative" (A) and "Channel Account Manager" (B) are channel-specific, while the "Channel Sales Manager" (E) focuses on channel strategy, not direct conversion. The corrected answer (Ans: 3, 4) fits Oracle's standard sales process.

### **NEW QUESTION #19**

In the Sales Play to Key Account process, which four key account values can be used to segment key accounts?

- A. Account Age
- B. Commitment
- C. Growth Potential
- D. Global Reach
- E. Goal Alignment
- F. Frequent Business
- G. Profitability

# Answer: B,C,E,F

#### Explanation:

The Sales Play to Key Account process in Oracle CX Sales involves segmenting key accounts based on strategic value. "Goal Alignment" (C) assesses how well the account's objectives match the vendor's offerings. "Growth Potential" (D) evaluates future revenue opportunities. "Commitment" (F) measures the account's loyalty or partnership strength. "Frequent Business" (G) indicates

transaction consistency, a key metric for prioritization. "Account Age" (A), "Global Reach" (B), and "Profitability" (E) are relevant but less emphasized in Oracle's key account segmentation compared to these four, which focus on relationship and potential. The answer (Ans: 3-4-6-7) reflects Oracle's account planning focus.

#### **NEW QUESTION #20**

Select the correct statement regarding lead score and lead rank.

- A. Lead score is based on lead rank.
- B. Lead rank is based on lead score.
- C. Lead score is always based on allocation of budget.
- D. Lead rank and score are independently determined.

#### Answer: B

#### Explanation:

In Oracle CX Sales, "Lead score" is a numerical value from qualification templates, reflecting lead quality. "Lead rank" is a priority tier derived from that score. Thus, "Lead rank is based on lead score" (D) is correct. "Lead score based on lead rank" (A) reverses the relationship. "Always based on budget" (B) is false, as scores use multiple criteria. "Independently determined" (C) ignores their interdependence. The answer (Acts: 4) aligns with Oracle's scoring and ranking logic.

#### **NEW QUESTION #21**

Which are factors in the Opportunity to Forecast process?

- A. Sales Stages, Win Probability, Include in Forecast
- B. Include in Forecast, Lead Score, Lead Rank
- C. Lead Rank, Win Probability, Include in Forecast
- D. Win Probability, Lead Source, Sales Stages

#### Answer: A

#### Explanation:

In Oracle CX Sales, the Opportunity to Forecast process integrates opportunity data into forecasting. "Sales Stages" (C) indicate pipeline progress, a key forecasting factor. "Win Probability" reflects the likelihood of closing, directly impacting forecast accuracy. "Include in Forecast" is a flag determining whether an opportunity contributes to the forecast. "Lead Rank" and "Lead Score" (A, B) are lead-specific, not opportunity-focused. "Lead Source" (D) is informational but not a primary forecasting factor. The answer (Ans: 3) aligns with Oracle's opportunity-based forecasting methodology.

#### **NEW QUESTION #22**

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