

BraindumpsVCE Oracle 1z0-1108-2 Exam Dumps Preparation Material is Available



Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
(Demo Version – Limited Content)

For More Information – Visit link below:

<https://p2pexam.com/>

Visit us at: <https://p2pexam.com/1z0-1108-2>

DOWNLOAD the newest BraindumpsVCE 1z0-1108-2 PDF dumps from Cloud Storage for free: <https://drive.google.com/open?id=13VFCbaB42hhuGba8tmI7FfEGhyOBJUAx>

After years of hard work, our 1z0-1108-2 guide training can take the leading position in the market. Our highly efficient operating system for 1z0-1108-2 learning materials has won the praise of many customers. If you are determined to purchase our 1z0-1108-2 study tool, we can assure you that you can receive an email from our efficient system within 5 to 10 minutes after your payment, which means that you do not need to wait a long time to experience our learning materials. Then you can start learning our 1z0-1108-2 Exam Questions in preparation for the exam.

Just choose the right BraindumpsVCE 1z0-1108-2 exam questions format demo and download it quickly. Download the BraindumpsVCE 1z0-1108-2 exam questions demo now and check the top features of 1z0-1108-2 Exam Questions. If you think the 1z0-1108-2 exam dumps can work for you then take your buying decision. Best of luck in exams and career!!!

>> Test 1z0-1108-2 Questions Pdf <<

Free PDF 1z0-1108-2 - High-quality Test Oracle Sales Business Process Foundations Associate Rel 2 Questions Pdf

If you're still learning from the traditional old ways and silently waiting for the test to come, you should be awake and ready to take the exam in a different way. Study our 1z0-1108-2 training materials to write "test data" is the most suitable for your choice, after recent years show that the effect of our 1z0-1108-2 guide dump has become a secret weapon of the examinee through qualification examination, a lot of the users of our 1z0-1108-2 guide dump can get unexpected results in the examination. It can be said that our

1z0-1108-2 study questions are the most powerful in the market at present, not only because our company is leader of other companies, but also because we have loyal users. 1z0-1108-2 training materials are not only the domestic market, but also the international high-end market. We are studying some learning models suitable for high-end users. Our research materials have many advantages.

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

.....

As what have been demonstrated in the records concerning the pass rate of our 1z0-1108-2 free demo, our pass rate has kept the historical record of 98% to 99% from the very beginning of their foundation. Although at this moment, the pass rate of our 1z0-1108-2 test torrent can be said to be the best compared with that of other exam tests, our experts all are never satisfied with the current results because they know the truth that only through steady progress can our 1z0-1108-2 Preparation materials win a place in the field of 1z0-1108-2 exam question making forever.

Reliable 1z0-1108-2 Dumps Book: https://www.braindumpsve.com/1z0-1108-2_exam-dumps-torrent.html

Oracle Test 1z0-1108-2 Questions Pdf We secured all of our systems using McAfee security and you will be able to feel safe using our products, Thus, it will allow you to examine the Oracle 1z0-1108-2 dumps before purchasing it, For on one hand, they are busy with their work, they have to get the 1z0-1108-2 certification by the little spread time, The software and on-line version of 1z0-1108-2 test simulate can provide you network simulator review which helps you out of anxiety in real exam.

What experience and skills are essential or preferred, Encouraging play with 1z0-1108-2 a video game to improve muscle coordination, We secured all of our systems using McAfee security and you will be able to feel safe using our products.

Oracle - Marvelous 1z0-1108-2 - Test Oracle Sales Business Process

P.S. Free & New 1z0-1108-2 dumps are available on Google Drive shared by BraindumpsVCE: <https://drive.google.com/open?id=13VFCbaB42hhuGba8tml7FfEGhyOBJUAX>