

Valid 1z0-1108-2 Exam Notes | 1z0-1108-2 Certification Test Questions



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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> 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.
Topic 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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.
Topic 4	<ul style="list-style-type: none"> Order to Close Opportunit: 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.
Topic 5	<ul style="list-style-type: none"> 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.
Topic 6	<ul style="list-style-type: none"> 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.

Topic 7	<ul style="list-style-type: none"> • 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.
Topic 8	<ul style="list-style-type: none"> • 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q40-Q45):

NEW QUESTION # 40

Which are factors in the Opportunity to Forecast process?

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

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 # 41

Which statement about quote generation is incorrect?

- A. The quoting application may add products and services vital for a successful solution.
- B. Once a quote is complete, it is immediately sent to the customer for approval.
- C. Quotes are created based on the product details in the opportunity.
- D. Discounts may be applied to the quote during the quote generation process.

Answer: B

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 # 42

In an organization, Anita is the Channel Account Manager, Bob is the Partner Sales Manager, Chris is the Service Representative, Danielle is the Partner Sales Representative, and Edward is the Channel Sales Manager. Once a lead is converted into an opportunity, who will become the owner of the opportunity?

- A. Danielle
- B. Bob
- C. Chris
- D. Anita
- E. Edward

Answer: A

Explanation:

In Oracle CX Sales, the "Partner Sales Representative" (E), Danielle, becomes the opportunity owner after converting a lead, as they manage the sales cycle post-conversion in the channel process. "Edward" (A), Channel Sales Manager, and "Anita" (B), Channel Account Manager, oversee strategy and assignments, not ownership. "Chris" (C), Service Representative, is unrelated. "Bob" (D), Partner Sales Manager, supervises but doesn't own opportunities. The answer (Ans: 5) reflects Oracle's ownership rules.

NEW QUESTION # 43

Which four key factors are used for service provision?

- A. Opportunity Close Date
- B. Product Shipment Date
- C. Product Installation Date
- D. Subscription Cancellation Date
- E. Quote Close Date
- F. Subscription Activation Date
- G. Warranty Start Date

Answer: B,C,F,G

Explanation:

Service provision in Oracle CX Sales ties to post-sale triggers. "Warranty Start Date" (B) initiates warranty services. "Subscription Activation Date" (C) begins subscription services. "Product Installation Date" (E) marks installation service needs. "Product Shipment Date" (F) triggers delivery-related services. "Opportunity Close Date" (A) and "Quote Close Date" (D) are sales-focused, not service-specific. "Subscription Cancellation Date" (G) ends services, not provisions them. The answer (Acts: 2-3-5-6) aligns with Oracle's service triggers.

NEW QUESTION # 44

Select the correct statement regarding lead score and lead rank.

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

Answer: C

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 # 45

