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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 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.
Topic 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.

Topic 3	• 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	• 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 5	• 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 6	• 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.
Topic 7	• 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 8	• 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q13-Q18):

NEW QUESTION # 13
Gina has accepted a lead and conducted a series of interviews with the customer. Based on the interviews, she has concluded that this lead is not worth pursuing. Which action will Gina take now?

- A. Reject the lead
- B. Escalate the lead
- C. Convert the lead
- D. Transfer the lead
- E. Retire the lead

Answer: E

Explanation:
In Oracle CX Sales, a lead deemed unworthy after qualification is "Retired" (D), removing it from active pursuit while retaining it for records. "Reject the lead" (B) is less common terminology in Oracle, typically used pre-acceptance. "Transfer the lead" (A) reassigns it, not applicable here. "Escalate the lead" (C) seeks review, unnecessary for a dead-end lead. "Convert the lead" (E) is for qualified leads. The answer (Ans: 4) aligns with Oracle's lead disposition process.

NEW QUESTION # 14
Which are the three initial factors to be considered for forecasting output?

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

Answer: A,B,C

Explanation:
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.

NEW QUESTION # 15
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 Account Manager
- B. Partner Sales Representative
- C. Channel Sales Manager
- D. Partner Sales Manager

Answer: A

Explanation:
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.

NEW QUESTION # 16
Sales groups help the business team to analyze opportunities of a similar type and track their progression in the sales pipeline. On which three criteria can sales groups be based?

- A. Business Lines
- B. Product
- C. Contracts
- D. Sales Manager
- E. Service

Answer: A,B,E

Explanation:
Sales groups in Oracle CX Sales categorize opportunities for analysis. "Service" (A) and "Product" (B) are common criteria, reflecting offerings. "Business Lines" (E) align with organizational units. "Sales Manager" (C) defines team ownership, not group criteria. "Contracts" (D) are specific to deals, not grouping. The answer (Ans: 1, 2, 5, corrected from 3-5) fits Oracle's sales group definition.

NEW QUESTION # 17
Based on which four factors can the quoting application apply discounts on the quote?

- A. Total Revenue of Quote

- B. Quantity of Product (Volume Discount)
- C. Customer Location
- D. Product Specified
- E. Customer Identity

Answer: A,B,D,E

Explanation:
In Oracle CX Sales, the quoting application applies discounts based on predefined rules. "Customer Identity" (A) allows discounts tailored to specific accounts (e.g., key accounts or loyal customers). "Total Revenue of Quote" (B) enables discounts based on the overall value of the deal, encouraging larger purchases. "Product Specified" (D) allows product-specific promotions or discounts. "Quantity of Product (Volume Discount)" (E) is a common factor, incentivizing bulk purchases. "Customer Location" (C) might influence pricing but is less commonly a direct factor for discounts unless tied to regional promotions, which isn't standard in the quoting process. The answer (RDS: 1-2-4-5) reflects Oracle's flexible discount configuration.

NEW QUESTION # 18

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