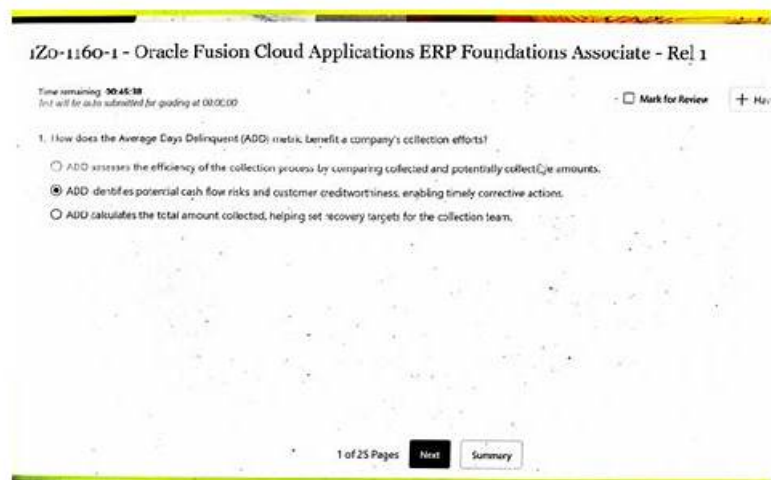# 2026 Premium 1Z0-1161-1 Files Pass Certify | Valid 1Z0-1161-1 Test Questions Vce: Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1

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Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	• OMBPs for CX Service: This section of the exam measures the skills of OGL Administrators and focuses on customer service processes within Oracle Cloud. It explains the process from initial customer contact to service resolution, ensuring efficient and timely handling of customer inquiries. The design considerations and important takeaways for CX Service OMBPs are discussed, helping businesses improve their service operations. Additionally, key metrics are outlined to measure the successful execution of CX Service OMBPs, ensuring high-quality customer support and satisfaction.

Topic 2	• OMBPs for CX Sales: This section of the exam measures the skills of OGL Administrators and focuses on the sales process within Oracle Modern Best Practice. It explains the journey from lead generation to a successfully closed opportunity, ensuring a structured and efficient sales workflow. The design aspects and important considerations for implementing CX Sales OMBPs are discussed to help organizations streamline sales operations. Additionally, key performance metrics are described, offering a way to measure and track the success of CX Sales OMBPs.
Topic 3	• Oracle Cloud Applications and Oracle Modern Best Practice (OMBP): This section of the exam measures the skills of OGL Administrators and covers the offerings and capabilities of Oracle Cloud Applications. It explains how Oracle Cloud solutions help businesses streamline operations, enhance customer experience, and improve decision-making. The key features of the Oracle CX suite are outlined, providing insight into its role in customer engagement. Additionally, it explains how data flows between various CX Modern Best Practices (OMBPs) to ensure seamless integration and operational efficiency.

Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q27-Q32):

NEW QUESTION # 27
Which metric is used to measure the success of the Nurture to Opportunity OMBP?

- A. Total revenue generated from the targeted opportunity.
- B. Sales team productivity.
- C. Number of new customer acquisitions.
- D. Website traffic and engagement metrics.

Answer: A

Explanation:
The Nurture to Opportunity OMBP in Oracle Fusion Cloud CX Marketing focuses on converting nurtured leads into sales opportunities. The metric that measures its success is Total revenue generated from the targeted opportunity.
Why It Matters: Revenue ties nurturing efforts to financial outcomes, reflecting the OMBP's ability to drive profitable opportunities.
Comprehensive View: It captures the end-to-end impact, from lead nurturing to deal closure.
Option A (Acquisitions): Counts customers but ignores revenue value.
Option B (Productivity): Internal metric, not outcome-focused.
Option D (Traffic/Engagement): Intermediate metrics, not final success indicators.
Oracle Fusion CX Marketing documentation, such as "CX Analytics FAQs," emphasizes revenue as a key success metric for nurturing processes.

NEW QUESTION # 28
Which strategy aligns with the Campaign Execution to Opportunity OMBP to maximize its effectiveness?

- A. Personalize campaign content and offers based on customer segments, ensuring a tailored and engaging customer experience.
- B. Focus on a marketing campaign that emphasizes email as the customers' primary preferred platform.
- C. Conduct campaigns with moving goals or targets, providing multiple methods for measuring success.
- D. Implement a one-size-fits-all campaign approach, sending general messages to all customers.

Answer: A

Explanation:
The Campaign Execution to Opportunity OMBP in Oracle Fusion Cloud CX Marketing focuses on converting campaign efforts into sales opportunities. The strategy that maximizes effectiveness is to personalize campaign content and offers based on customer segments, ensuring a tailored and engaging customer experience.
Personalization: Tailoring content to specific segments (e.g., by industry, behavior, or demographics) increases relevance, engagement, and conversion rates.
This approach leverages CRM data and analytics to target the right customers with the right offers, driving opportunity creation.
Option B (One-Size-Fits-All): Generic campaigns lack relevance, reducing effectiveness.
Option C (Email Focus): Limiting to one channel ignores customer preferences and omnichannel opportunities.

Option D (Moving Goals): Inconsistent targets confuse focus and dilute measurable success.
Oracle Fusion CX Marketing documentation, such as "Campaign Management Guides," emphasizes personalization as a cornerstone of effective campaign execution.

NEW QUESTION # 29
How can the Incentive Plan to Seller Earnings OMBP in Oracle Fusion Cloud CX Sales Performance be evaluated for its success?

- A. Measure the impact of incentives on sales representative performance and earnings by analyzing sales metrics, such as revenue growth and deal size.
- B. Assess the complexity of the incentive plans to track actual sales results and representative earnings.
- C. Count the number of incentive plans created and measure their effectiveness in motivating and improving sales performance.

Answer: A

Explanation:
The Incentive Plan to Seller Earnings OMBP aims to boost sales through compensation strategies. Its success is best evaluated by measuring the impact of incentives on sales representative performance and earnings by analyzing sales metrics, such as revenue growth and deal size.
Metrics Focus: Revenue growth and deal size directly reflect how incentives drive performance and earnings, aligning with business goals.
Comprehensive Evaluation: Ties incentives to measurable outcomes, ensuring effectiveness is quantifiable.
Option A (Complexity): Complexity doesn't measure results.
Option B (Plan Count): Quantity doesn't guarantee impact.
Oracle Fusion CX Sales Performance documentation, like "Incentive Compensation Guides," emphasizes sales metrics for success evaluation.

NEW QUESTION # 30
Which feature in Oracle Fusion Cloud SCM helps in assessing and approving suppliers based on compliance and performance criteria?

- A. Supplier Portal.
- B. Manufacturing Execution.
- C. Supplier Qualification Management.
- D. Cost Accounting.

Answer: C

Explanation:
Oracle Fusion Cloud Supply Chain Management (SCM) includes several features to manage supplier relationships, but Supplier Qualification Management is specifically designed to assess and approve suppliers based on compliance and performance criteria.
Functionality: This feature enables organizations to define qualification criteria (e.g., certifications, quality standards, delivery performance), collect supplier data, and evaluate it against compliance and performance benchmarks.
Process: It supports creating questionnaires, tracking responses, and generating qualification outcomes, ensuring suppliers meet regulatory and operational standards before approval.
Impact: This enhances supply chain reliability by onboarding only qualified suppliers.
Option A (Cost Accounting): Focuses on financial tracking, not supplier assessment.
Option C (Manufacturing Execution): Manages production processes, not supplier qualifications.
Option D (Supplier Portal): Facilitates supplier collaboration but lacks the evaluation depth of Qualification Management.
Per Oracle Fusion Cloud SCM documentation, such as "Supplier Management Guides," Supplier Qualification Management is the key tool for this purpose.

NEW QUESTION # 31
Which KPI in the Opportunity to Quote OMBP is essential for gauging the speed and effectiveness of the quoting process?

- A. Average Time to Quote Acceptance metric for evaluating the duration between quote delivery and customer acceptance.
- B. Quote Volume metric for measuring the number of quotes generated.

- C. Win Rate metric for measuring the percentage of quotes resulting in closed deals.
- D. Average Deal Size metric for analyzing the monetary value of closed deals.

Answer: A

Explanation:
The Opportunity to Quote OMBP (Operational Management Business Process) in Oracle Fusion Cloud CX Sales focuses on streamlining the process from identifying an opportunity to delivering a quote to the customer. The key performance indicator (KPI) that best gauges both the speed and effectiveness of this process is the Average Time to Quote Acceptance. This metric measures the duration from when a quote is delivered to the customer to when it is accepted, providing direct insight into how efficiently and effectively the quoting process converts opportunities into actionable outcomes. Speed is critical in sales to maintain customer engagement, and effectiveness ensures the quote meets customer needs, leading to acceptance.
Option A (Quote Volume): While this metric tracks the number of quotes generated, it only reflects activity volume, not the speed or success of the quoting process.
Option C (Win Rate): This measures the percentage of quotes resulting in closed deals, which indicates effectiveness but does not directly address the speed of the process.
Option D (Average Deal Size): This focuses on the monetary value of deals, which is a downstream outcome rather than a direct measure of the quoting process itself.
According to Oracle Fusion CX Sales documentation, such as the "Oracle Fusion Cloud CX Analytics FAQs" and "Oracle Fusion Cloud Sales Performance" guides, the Average Time to Quote Acceptance is a critical KPI for assessing the efficiency of sales processes like Opportunity to Quote, aligning with business goals of reducing cycle times and improving customer responsiveness.

NEW QUESTION # 32

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