

# Certification 1z0-1108-2 Test Questions | New 1z0-1108-2 Dumps Ebook



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## Oracle 1z0-1108-2 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>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.</li></ul> |
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|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 2  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                           |
| Topic 3  | <ul style="list-style-type: none"> <li>• 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. It covers identifying and engaging potential customers, focusing on strategies for acquiring new prospects, and converting them into leads. This includes leveraging social media and other channels to generate interest and capture leads effectively.</li> </ul> |
| Topic 4  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                                                        |
| Topic 5  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                                                                                    |
| Topic 6  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                                                    |
| Topic 7  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                                                                |
| Topic 8  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                                                 |
| Topic 9  | <ul style="list-style-type: none"> <li>• 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.</li> </ul>                                                                                    |
| Topic 10 | <ul style="list-style-type: none"> <li>• Order to Close Opportunity: 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.</li> </ul>                                                                                                                                                |

### >> Certification 1z0-1108-2 Test Questions <<

## **Certification 1z0-1108-2 Test Questions - Pass Guaranteed 2025 1z0-1108-2: Oracle Sales Business Process Foundations Associate Rel 2 First-grade New Dumps Ebook**

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## **Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q12-Q17):**

### **NEW QUESTION # 12**

Which statement about quote generation is incorrect?

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

**Answer: A**

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 # 13

In the Vendor Lead to Channel Opportunity process, which job role is responsible for accepting or rejecting leads?

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

**Answer: E**

Explanation:

In the Vendor Lead to Channel Opportunity process, the "Channel Sales Manager" (A) accepts or rejects leads assigned by the vendor, overseeing channel strategy and partner readiness. The "Partner Sales Manager" (B) and "Channel Sales Representative" (D) are partner-side, handling post-acceptance tasks. "Vendor Sales Manager" (C) and "Vendor Sales Representative" (E) focus on lead creation and assignment, not acceptance. The corrected answer (Acts: 1) aligns with Oracle's channel oversight role.

### NEW QUESTION # 14

Which two are lead generation objectives?

- A. Boost sales.
- B. Increase brand awareness on social media sites.
- C. Convert prospects into customers.
- D. Reduce submitted service requests from customers.

**Answer: A,C**

Explanation:

Lead generation in Oracle CX Sales aims to drive sales outcomes. "Convert prospects into customers" (B) is a primary objective, turning leads into revenue. "Boost sales" (D) is the ultimate goal, tied to lead conversion. "Reduce service requests" (A) is a service goal, not lead generation. "Increase brand awareness" (C) is a marketing byproduct, not a direct objective. The answer (Ans: 2-4) aligns with Oracle's lead generation focus.

### NEW QUESTION # 15

In the Channel Lead to Vendor Opportunity process, Ben, a Partner Sales Representative, has accepted a lead and conducted promising conversations with the customer, leading him to qualify the lead. Once the lead is qualified, what is the next action Ben will take?

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

**Answer: B**

Explanation:

After qualifying a lead in Oracle CX Sales, the next step is to "Convert the lead" (D) into an opportunity if it meets criteria, which Ben does after promising conversations. "Retire the lead" (A) or "Reject the lead" (C) applies to unqualified leads. "Escalate the lead" (B) involves higher review, unnecessary here. "Transfer the lead" (E) shifts ownership, not applicable post-qualification. The answer (Ans: 4) follows Oracle's lead-to-opportunity conversion process.

#### NEW QUESTION # 16

Which are the three initial factors to be considered for forecasting output?

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

**Answer: B,C,D**

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 # 17

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