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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q72-Q77):

NEW QUESTION # 72

Which document does a client complete to define the detailed technical specifications and configurations required for the implementation?

- A. User Acceptance Testing (UAT) Script
- B. Project Plan
- **C. Technical Design Document (TDD)**
- D. Business Requirements Document (BRD)

Answer: C

Explanation:

The Technical Design Document (TDD) is completed by the client to define the detailed technical specifications and configurations required for the implementation. It includes information such as system architecture, integrations, workflows, customizations, and security considerations.

NEW QUESTION # 73

Which of the following factors can negatively impact email deliverability?

- **A. Repeatedly sending emails to inactive or unengaged recipients**
- B. Sending emails to a double opt-in list
- C. Properly authenticating the sender's email domain
- D. Consistently providing valuable and relevant content

Answer: A

Explanation:

Sending emails to recipients who have shown no engagement or have become inactive can harm email deliverability. Internet service providers (ISPs) and email filters take recipient engagement into account when determining whether to deliver emails to the inbox or spam folder. Continuously sending emails to unengaged recipients increases the likelihood of being marked as spam, leading to lower deliverability rates.

NEW QUESTION # 74

Which of the following is a key benefit of using automation in marketing?

- **A. Improved efficiency and time savings.**
- B. Reduced ability to track and measure campaign performance.
- C. Decreased personalization of content.
- D. Increased manual effort to manage campaigns.

Answer: A

Explanation:

Automation in marketing, such as in Oracle Eloqua, helps businesses improve their efficiency and save time by automating repetitive tasks, such as email send-outs, lead scoring, and campaign management. This allows marketers to focus on more strategic initiatives and maximizes productivity.

NEW QUESTION # 75

Which document does a client complete during an implementation to identify and assess potential risks associated with the project?

- A. Project Charter
- B. User Acceptance Testing (UAT) Plan
- **C. Risk Register**
- D. System Requirements Specifications (SRS)

Answer: C

Explanation:

The Risk Register is a document completed by the client during an implementation to identify and assess potential risks associated with the project. It helps in proactive risk management by documenting risks, their potential impact, and mitigation strategies.

NEW QUESTION # 76

When configuring an Eloqua instance, what is the recommended method for handling known unsubscribes and hard bounces?

- A. Upload them into the new instance and configure the Email Groups feature to handle them
- B. Upload them into the new instance and configure a separate program to handle them
- C. Ignore them and let the system handle them automatically.
- D. Manually delete them from the existing instance and upload them into the new instance.

Answer: B

Explanation:

It is recommended to upload known unsubscribes and hard bounces into a new instance when configuring Eloqua. By doing so, you can have a clean start in the new instance and accurately manage the communication preferences of your contacts. Additionally, it is important to configure a separate program to handle known unsubscribes and hard bounces to ensure compliance with privacy regulations and prevent sending unwanted emails to contacts who have opted out or whose email addresses are no longer valid.

NEW QUESTION # 77

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