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Oracle 1Z0-1108-2

Oracle Sales Business Process Foundations Associate Rel 2

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No doubt the Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) certification is one of the most challenging certification exams in the market. This Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) certification exam gives always a tough time to Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam candidates. The Braindumpsqa understands this hurdle and offers recommended and real Oracle 1z0-1108-2 Exam Practice questions in three different formats. These formats hold high demand in the market and offer a great solution for quick and complete Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam preparation.

Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

Topic 2	<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 3	<ul style="list-style-type: none"> • 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.
Topic 4	<ul style="list-style-type: none"> • 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.
Topic 5	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • 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.
Topic 7	<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 8	<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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q18-Q23):

NEW QUESTION # 18

In the Vendor Lead to Channel Opportunity process, which process is performed by vendors?

- A. Convert Leads
- B. Accept Leads
- C. Assign Leads
- D. Qualify Leads

Answer: C

Explanation:

In the Vendor Lead to Channel Opportunity process, vendors initiate the workflow. "Assign Leads" (C) is the vendor's role, distributing leads to partners for pursuit. "Qualify Leads" (A) and "Convert Leads" (B) are partner responsibilities post-assignment. "Accept Leads" (D) is also a partner action, not the vendor's. The corrected answer (Acts: 3) reflects Oracle's vendor-to-channel

handoff process.

NEW QUESTION # 19

Which two job roles are involved in the Convert Lead to Opportunity process?

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

Answer: A,D

Explanation:

In Oracle CX Sales, the Convert Lead to Opportunity process involves operational and oversight roles. The "Sales Manager" (C) supervises the conversion, ensuring quality. The "Sales Representative" (D) executes it, qualifying and converting leads. The "Partner Sales Representative" (A) and "Channel Account Manager" (B) are channel-specific, while the "Channel Sales Manager" (E) focuses on channel strategy, not direct conversion. The corrected answer (Ans: 3, 4) fits Oracle's standard sales process.

NEW QUESTION # 20

Which four key factors are used for service provision?

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

Answer: A,B,D,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 # 21

In the Vendor Lead to Channel Opportunity process, which job role is responsible for reviewing the assigned opportunity details, accepting the opportunity, and engaging the appropriate resources to manage the opportunity to a successful conclusion?

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

Answer: C

Explanation:

The "Partner Sales Representative" (D) is tasked with reviewing and accepting opportunities assigned by the vendor (via the Channel Account Manager) and driving them to closure by engaging resources. This role is partner-side and operational, unlike "Partner Account Manager" (A) or "Channel Account Manager" (E), which are more strategic. "Sales Manager" (B) and "Channel Sales Manager" (C) oversee broader teams, not individual opportunity management. The answer (Ans: 4 from Page 3) reflects partner-side responsibility.

NEW QUESTION # 22

Which four are steps in the Final Forecast Submission process?

- A. A Sales Representative submits the initial forecast to the Sales Manager.
- B. The Sales Representative can bypass the Sales Manager and directly submit a forecast.
- C. If the Sales Manager is not satisfied with the forecast, then they can reject it with rejection notes.
- D. The Sales Manager can perform adjustments in the forecast and resubmit it.
- E. The Sales Manager reviews the forecast and decides whether to accept or reject it.

Answer: A,C,D,E

Explanation:

The Final Forecast Submission process in Oracle CX Sales is hierarchical. "A Sales Representative submits the initial forecast" (A) starts the process. "The Sales Manager adjusts and resubmits" (C) allows refinements. "The Sales Manager reviews and decides" (D) is core to approval. "The Sales Manager rejects with notes" (E) ensures feedback. "Bypassing the Sales Manager" (B) contradicts Oracle's structured workflow, making it false. The answer (Ans: 1, 3, 4, 5) aligns with Oracle's forecasting hierarchy.

NEW QUESTION # 23

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