

Exam 1z0-1108-2 Materials - Clearer 1z0-1108-2 Explanation



Oracle 1Z0-1108-2 Oracle Sales Business Process Foundations Associate Rel 2

Questions & Answers PDF
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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<ul style="list-style-type: none">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.

Topic 3	<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 4	<ul style="list-style-type: none"> • Opportunity to Quote: This section evaluates the expertise of Sales Operations Specialists and Quotation Specialists in generating quotes from qualified opportunities. It covers configuring quote templates, pricing rules, and integrating quotes with Oracle CPQ tools for streamlined sales processes.
Topic 5	<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 6	<ul style="list-style-type: none"> • 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q29-Q34):

NEW QUESTION # 29

As part of the Research and Engage Prospects stage, which option best defines social listening?

- A. Responding to customer complaints through direct responses on social media websites
- B. Generating product hype by paying influencers on social media sites
- C. Monitoring websites for unfavorable opinions of a company's products
- **D. Monitoring social media for buyer digital body language, buying cues, and requests for recommendations**

Answer: D

Explanation:

Social listening in Oracle CX Sales involves proactively tracking social media for insights into prospect behavior. "Monitoring social media for buyer digital body language, buying cues, and recommendations" (D) best defines this, as it focuses on identifying purchase intent and engagement opportunities. "Monitoring websites for opinions" (A) is narrower, "responding to complaints" (B) is reactive, and "paying influencers" (C) is a marketing tactic, not listening. Answer (Ans: 4) aligns with Oracle's prospect engagement strategy.

NEW QUESTION # 30

Which job role is responsible for qualifying channel leads?

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

Answer: D

Explanation:

In the Oracle CX Sales channel process, the "Partner Sales Representative" (D) qualifies channel leads, as they work directly with prospects to assess fit and potential. The "Channel Sales Manager" (A) and "Channel Account Manager" (B) oversee channel strategy and partner assignments, not lead qualification. The "Sales Manager" (C) manages direct sales teams, while the "Sales Director" (E) is too senior for this task. The answer (Ans: 4) reflects Oracle's partner-centric lead qualification process.

NEW QUESTION # 31

Which four job roles participate in the Acquiring Life Cycle?

- A. Lead Specialist
- B. Marketing Manager
- C. Sales Manager
- D. Channel Manager
- E. Sales Representative
- F. Marketing Vice President

Answer: A,C,D,E

Explanation:

The Acquiring Life Cycle in Oracle CX Sales focuses on lead generation and early engagement. The "Channel Manager" (B) drives partner-led acquisition. The "Sales Manager" (C) supervises the process. The "Sales Representative" (D) engages prospects. The "Lead Specialist" (F) manages lead generation and qualification. The "Marketing Vice President" (A) and "Marketing Manager" (E) are strategic, not operational, roles in this cycle. The corrected answer (Ans: 2, 3, 4, 6) aligns with Oracle's acquisition workflow.

NEW QUESTION # 32

In an organization, Anita is the Channel Account Manager, Bob is the Partner Sales Manager, Chris is the Service Representative, Danielle is the Partner Sales Representative, and Edward is the Channel Sales Manager. Once a lead is converted into an opportunity, who will become the owner of the opportunity?

- A. Bob
- B. Chris
- C. Edward
- D. Anita
- E. Danielle

Answer: E

Explanation:

In Oracle CX Sales, the "Partner Sales Representative" (E), Danielle, becomes the opportunity owner after converting a lead, as they manage the sales cycle post-conversion in the channel process. "Edward" (A), Channel Sales Manager, and "Anita" (B), Channel Account Manager, oversee strategy and assignments, not ownership. "Chris" (C), Service Representative, is unrelated. "Bob" (D), Partner Sales Manager, supervises but doesn't own opportunities. The answer (Ans: 5) reflects Oracle's ownership rules.

NEW QUESTION # 33

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

- A. Vendor Sales Manager
- B. Channel Sales Representative
- C. Partner Sales Manager
- D. Vendor 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 (Ans: 1) aligns with Oracle's channel oversight role.

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