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Oracle Eloqua Marketing 2025 Implementation Professional Sample Questions (Q122-Q127):

NEW QUESTION # 122

What is the purpose of IP tracking in Eloqua?

- A. To track the physical location of website visitors
- B. To monitor the performance of email deliveries
- C. To identify trends and patterns in lead behavior
- D. To measure the effectiveness of advertising campaigns

Answer: A

Explanation:

IP tracking in Eloqua enables you to identify the physical location of your website visitors based on their IP addresses. This

information can be useful for various purposes, such as segmenting contacts based on their geographical location, personalizing content based on location, or analyzing regional trends in lead behavior.

NEW QUESTION # 123

Which Oracle Eloqua feature provides insights into the engagement and activity of leads for sales teams?

- **A. Eloqua Profiler**
- B. Eloqua Sales Tools
- C. Eloqua Engage
- D. Eloqua Content Syndication

Answer: A

Explanation:

Eloqua Profiler is a feature in Oracle Eloqua that provides insights into the engagement and activity of leads that are managed within Eloqua. It allows sales teams to see detailed information about leads, such as their behavior on the website, email interactions, and form submissions. By leveraging Eloqua Profiler, sales teams can have a deeper understanding of their leads' interests and activities, which can help them tailor their communication and sales approach accordingly.

NEW QUESTION # 124

Which of the following is a key component of an implementation overview?

- A. A list of customer testimonials.
- **B. Technical specifications for hardware and software requirements.**
- C. Best practices for optimizing lead generation and nurturing.
- D. Detailed instructions for end-user training.

Answer: B

Explanation:

An implementation overview typically includes technical specifications that outline the hardware and software requirements necessary to install and run Oracle Eloqua Marketing. This information is essential for planning and preparing the infrastructure needed to support the software.

NEW QUESTION # 125

What is the role of workflows in Oracle Eloqua Automation?

- A. To manually manage contact lists.
- **B. To automate and sequence marketing activities.**
- C. To manually create email templates.
- D. To manually track website visitor behavior.

Answer: B

Explanation:

Workflows in Oracle Eloqua Automation are used to automate and sequence marketing activities. They enable marketers to create a series of automated actions, such as sending emails, updating contact data, and assigning leads to sales, based on predefined triggers and conditions. This helps to streamline and optimize marketing processes.

NEW QUESTION # 126

Which of the following is a benefit of using segments in Oracle Eloqua Marketing?

- A. Segments create personalized landing pages.
- B. Segments make it easier to import contact lists.
- C. Segments allow you to schedule social media posts.
- **D. Segments improve email deliverability.**

Answer: D

Explanation:

Using segments in Oracle Eloqua Marketing can help improve email deliverability. By segmenting your audience based on relevant criteria, you can send targeted and personalized emails. This increases the chances of your emails being well-received and avoids sending irrelevant content, resulting in better deliverability rates.

NEW QUESTION # 127

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