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1Z0-1161-1 - Oracle Fusion Cloud Applications CX Foundations Associate -

Rel 1 Useful Actual Dump

Oracle 1Z0-1161-1 certification exams are a great way to analyze and evaluate the skills of a candidate effectively. Big companies are always on the lookout for capable candidates. You need to pass the 1Z0-1161-1 Certification Exam to become a certified professional. This task is considerably tough for unprepared candidates however with the right 1Z0-1161-1 prep material there remains no chance of failure.

Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Oracle Cloud Success Navigator and Oracle Cloud Quality Standards: This section of the exam measures the skills of Training and Learning Managers and focuses on optimizing cloud adoption. It explains the importance of Cloud Success Navigator and Cloud Quality Standards in ensuring smooth implementation and ongoing optimization of Oracle Cloud solutions. The section also describes how OMBPs are embedded within Oracle Cloud and applied with Starter Configuration to create an efficient and scalable cloud environment.
Topic 2	<ul style="list-style-type: none">• OMBPs for CX Service: This section of the exam measures the skills of OGL Administrators and focuses on customer service processes within Oracle Cloud. It explains the process from initial customer contact to service resolution, ensuring efficient and timely handling of customer inquiries. The design considerations and important takeaways for CX Service OMBPs are discussed, helping businesses improve their service operations. Additionally, key metrics are outlined to measure the successful execution of CX Service OMBPs, ensuring high-quality customer support and satisfaction.
Topic 3	<ul style="list-style-type: none">• Oracle Cloud Applications and Oracle Modern Best Practice (OMBP): This section of the exam measures the skills of OGL Administrators and covers the offerings and capabilities of Oracle Cloud Applications. It explains how Oracle Cloud solutions help businesses streamline operations, enhance customer experience, and improve decision-making. The key features of the Oracle CX suite are outlined, providing insight into its role in customer engagement. Additionally, it explains how data flows between various CX Modern Best Practices (OMBPs) to ensure seamless integration and operational efficiency.

Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q47-Q52):

NEW QUESTION # 47

How can organizations maximize the benefits of the Capture Launch activity in the Lead to Opportunity OMBP to improve their sales pipeline?

- A. By prioritizing leads based on the monetary value of potential deals.
- **B. By using a lead distribution strategy that assigns the optimal sales representative.**
- C. By relying on marketing automation tools to capture and qualify leads.

Answer: B

Explanation:

The Lead to Opportunity OMBP in Oracle Fusion Cloud CX Sales focuses on converting leads into sales opportunities, with the Capture Launch activity initiating this process. Organizations can maximize benefits by using a lead distribution strategy that assigns the optimal sales representative.

Optimal Assignment: Matching leads to reps based on expertise, territory, or past performance increases the likelihood of successful conversions, improving pipeline quality.

This strategy leverages data-driven insights (e.g., from CRM analytics) to ensure the right rep handles the right lead, enhancing efficiency and outcomes.

Option A (Monetary Prioritization): Focusing solely on deal value may neglect smaller, high-potential leads, limiting pipeline growth.

Option B (Marketing Automation): Automation aids capture and qualification but doesn't address the critical handoff to sales reps, which is key in Capture Launch.

Oracle Fusion Cloud CX Sales documentation, like "Lead Management Guides," underscores intelligent lead distribution as a best practice for pipeline optimization.

NEW QUESTION # 48

Which metric provides valuable insight about agent effectiveness in the Knowledge Gap to Deliver Resolution OMBP?

- A. Resolution Time, which measures the duration taken to resolve a customer issue from the moment it is reported.
- **B. Correct Resolution Rate, which assesses the accuracy of the solutions provided to customers.**
- C. Customer Churn Rate, which measures the number of customers leaving the product or service.

Answer: B

Explanation:

The Knowledge Gap to Deliver Resolution OMBP in Oracle Fusion Cloud CX Service focuses on agents using knowledge resources to resolve customer issues effectively. The Correct Resolution Rate is the metric that provides the most valuable insight into agent effectiveness.

It assesses the accuracy of solutions provided, directly reflecting how well agents leverage knowledge to address customer needs. A high rate indicates agents are applying the right information, reducing escalations and rework, which are key to effectiveness.

Option A (Customer Churn Rate): Churn reflects customer retention, not agent-specific effectiveness.

Option C (Resolution Time): Time measures efficiency, but not necessarily the correctness or quality of resolutions.

Oracle Fusion Cloud CX Service documentation, such as "Fusion Service Questions and Answers," identifies Correct Resolution Rate as a core metric for evaluating agent performance in knowledge-driven resolutions.

NEW QUESTION # 49

What is the key benefit of embedding OMIPs in a Starter Configuration?

- A. Provides a fully customized setup of Oracle Fusion Applications implementations.
- **B. Provides a standard configuration that supports solution-led implementation of Oracle Fusion Applications.**
- C. Provides a platform for customers to access third-party Oracle Fusion Applications configurations.

Answer: B

Explanation:

OMIPs (Operational Management Implementation Processes) are predefined processes embedded in Starter Configurations within Oracle Fusion Applications. The key benefit is that they provide a standard configuration that supports solution-led implementation of Oracle Fusion Applications.

Standard Configuration: OMIPs offer a prebuilt, best-practice framework that accelerates deployment by aligning with common business processes.

Solution-Led Implementation: This ensures organizations can quickly adopt Oracle Fusion solutions with minimal customization, reducing time-to-value and implementation complexity.

Option B (Fully Customized): Starter Configurations are not fully customized; they are standardized to provide a starting point, with customization optional.

Option C (Third-Party Access): OMIPs are Oracle-provided, not third-party configurations.

Per Oracle's "Oracle Cloud Applications Readiness" and "Implementation Guides," Starter Configurations with OMIPs are designed to streamline adoption using proven process templates.

NEW QUESTION # 50

Which feature in Oracle Fusion Cloud CX Sales Performance helps in automating incentive calculations?

- **A. AI/ML-powered incentive management.**
- B. Social media integration.
- C. Customer segmentation tools.
- D. Real-time sales performance tracking.

Answer: A

Explanation:

Oracle Fusion Cloud CX Sales Performance streamlines compensation with AI/ML-powered incentive management, which automates incentive calculations.

Capabilities: Uses AI/ML to process sales data, apply incentive rules, and calculate payouts accurately and efficiently.

Benefit: Reduces manual effort and errors, ensuring timely and fair compensation.

Option A (Social Media): Unrelated to incentives.

Option C (Segmentation): Marketing-focused, not compensation-related.

Option D (Tracking): Monitors performance, not calculations.

Oracle Fusion Cloud CX Sales Performance documentation, like "Incentive Compensation Guides," highlights this feature.

NEW QUESTION # 51

Which metric indicates the success of the Opportunity to Quote OMBP in Oracle Fusion Cloud CX Sales?

- **A. Average Time to Quote Acceptance that measures the efficiency of the quoting process.**
- B. Quote Volume that provides an overview of sales activity.
- C. Sales Revenue that directly measures the OMBP's effectiveness in the quoting process.

Answer: A

Explanation:

The success of the Opportunity to Quote OMBP hinges on how efficiently and effectively quotes move from creation to acceptance. The Average Time to Quote Acceptance is the key metric here, as it measures the efficiency of the quoting process by tracking the time from quote delivery to customer acceptance.

A shorter time indicates a streamlined, responsive process, which is critical for customer satisfaction and deal closure.

It directly ties to the OMBP's goal of optimizing the quote lifecycle.

Option B (Sales Revenue): Revenue is an outcome metric, not a direct indicator of the quoting process's success.

Option C (Quote Volume): Volume reflects activity but not the quality or efficiency of the process.

Per Oracle Fusion Cloud CX Sales documentation, including "CX Analytics FAQs," this metric is pivotal for evaluating process efficiency.

NEW QUESTION # 52

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