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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q14-Q19):

NEW QUESTION # 14
Which four are steps in the Final Forecast Submission process?

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

Answer: A,B,C,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 # 15
Which statement about quote generation is incorrect?

- A. The quoting application may add products and services vital for a successful solution.
- B. Once a quote is complete, it is immediately sent to the customer for approval.
- C. Quotes are created based on the product details in the opportunity.
- D. Discounts may be applied to the quote during the quote generation process.

Answer: B

Explanation:
In Oracle CX Sales, quote generation follows a structured process. "Discounts may be applied" (B) is correct, as discounts are configurable during quoting. "Quotes are created based on opportunity product details" (C) is accurate, linking quotes to opportunities. "Adding vital products/services" (D) is possible to ensure a complete solution. However, "immediately sent to the customer" (A) is incorrect because quotes typically require internal review or approval (e.g., for out-of-policy discounts) before being sent, making this the incorrect statement (RDS: 1).

NEW QUESTION # 16
Which are the three initial factors to be considered for forecasting output?

- A. Sales Stages
- B. Estimated Commission
- C. Win Probability
- D. Close Date

Answer: A,C,D

Explanation:
Forecasting output in Oracle CX Sales relies on initial factors that predict revenue. "Win Probability" (B) estimates success likelihood, weighting the forecast. "Sales Stages" (C) show pipeline position, affecting timing and certainty. "Close Date" (D) determines when revenue is expected, critical for period-based forecasts. "Estimated Commission" (A) is a sales incentive, not a direct forecasting factor. The answer (Ans: 2, 3, 4) reflects Oracle's focus on probability, stage, and timing in forecasting.

NEW QUESTION # 17
Which three data points can be used to evaluate lead ranking rules?

- A. Contact Profile Data
- B. Opportunity Revenue Data
- C. Customer Profile Data
- D. Lead Data

Answer: A,C,D

Explanation:
In Oracle CX Sales, lead ranking rules prioritize leads based on relevant data. "Contact Profile Data" (A) includes individual details (e.g., role, engagement), critical for ranking. "Lead Data" (B) encompasses lead-specific attributes (e.g., score, source), the foundation of ranking. "Customer Profile Data" (D) provides account-level insights (e.g., size, industry), enhancing prioritization. "Opportunity Revenue Data" (C) applies post-conversion, not to lead ranking. The answer (Ads: 1, 2, 4) aligns with Oracle's lead management framework.

NEW QUESTION # 18

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

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

Answer: A

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

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