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To ensure your success, you require Oracle 1z0-1108-2 Exam Questions that provide comprehensive and relevant information for a fully prepared approach to the Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam. While numerous online guides offer 1z0-1108-2 Exam Questions, caution is necessary to avoid falling victim to online scams. Trust TestSimulate for the ultimate preparation experience with their Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam questions.

Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• Lead Management from Lead to Opportunity: This section measures the skills of Lead Administrators and Sales Pipeline Managers in managing leads and converting them into opportunities. It includes setting up lead scoring, assigning leads to sales teams, and ensuring seamless handoff from marketing to sales.
Topic 3	• 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 4	• 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 5	• Order to Close Opportunit: 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 6	• 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 7	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 8	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 9	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 10	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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q32-Q37):

NEW QUESTION # 32

Which four key factors are used for service provision?

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

Answer: B,C,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 # 33

Which two statements are true about the lead conversion process?

- A. A lead can be automatically converted to an opportunity through the qualification process.
- B. Sales account, product, and revenue information are passed on to the new opportunity.

- C. When a lead is converted, the status of the lead is changed to Closed.
- D. When a lead is converted, the status of the lead is changed to Converted.

Answer: B,D

Explanation:

In Oracle CX Sales, "Sales account, product, and revenue information are passed on" (A) is true, as these details populate the opportunity. "Status changed to Converted" (C) is also true, marking the lead's transition. "Automatically converted through qualification" (B) can occur with rules, but isn't universally true without configuration. "Status changed to Closed" (D) is false; "Converted" is distinct from "Closed" (e.g., Retired). The answer (Ans: 1, 3) aligns with Oracle's lead lifecycle.

NEW QUESTION # 34

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

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

Answer: A,C

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 # 35

Which three data points can be used to evaluate lead ranking rules?

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

Answer: A,B,C

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 # 36

Which are the three initial factors to be considered for forecasting output?

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

Answer: A,B,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)

