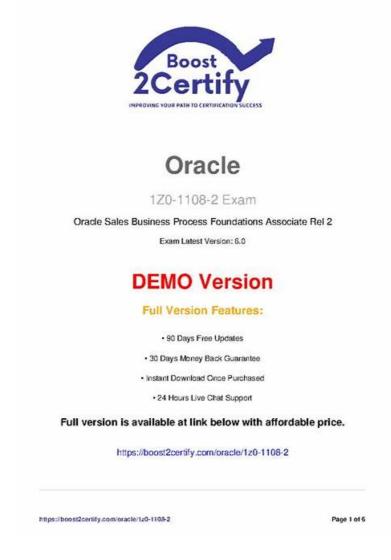
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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q37-Q42):

NEW QUESTION #37

Which three job roles are involved in the Converting Life Cycle?

- A. Sales Manager
- B. Channel Manager
- C. Sales Representative
- D. Quote Developer
- E. Order Management Specialist

Answer: A,B,C

Explanation:

The Converting Life Cycle in Oracle CX Sales spans lead conversion to opportunity closure. The "Sales Manager" (A) oversees the process, ensuring alignment. The "Channel Manager" (D) coordinates channel opportunities, critical in partner contexts. The "Sales Representative" (E) drives lead qualification and conversion. The "Quote Developer" (B) and "Order Management Specialist" (C) focus on quoting and post-sale tasks, not the core converting lifecycle. The answer (Ans: 1, 4, 5) matches Oracle's sales lifecycle roles.

NEW QUESTION #38

To which sales channel are opportunities assigned after being converted from leads?

- A. Partner
- B. Direct
- C. Associate
- D. Indirect

Answer: A

Explanation:

In Oracle CX Sales, when leads are converted to opportunities, the sales channel reflects the context of the lead source. The corrected term "Partner" (C) replaces the typo "Parthes" from the original document. Opportunities from leads in a channel context (e.g., Vendor Lead to Channel Opportunity process) are typically assigned to the "Partner" channel, as partners manage these opportunities post-conversion. "Indirect" (A) and "Direct" (B) refer to broader sales strategies, while "Associate" (D) isn't a standard channel term. Answer (RDS: 3) aligns with channel processes.

NEW QUESTION #39

Which four key factors are used for service provision?

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

Answer: A,B,E,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 #40

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

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

Answer: A

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 #41

Which two life cycles are part of the Oracle CX Sales Business Process?

- A. Acquiring
- B. Managing Leads
- C. Developing
- D. Creating
- E. Converting

Answer: D,E

Explanation:

The Oracle CX Sales Business Process includes distinct life cycles. "Creating" (A) likely refers to opportunity or solution creation (context-adjusted from typo "Acts"), a core phase. "Converting" (E) covers lead-to-opportunity conversion, a fundamental CX Sales process. "Acquiring" (B) and "Managing Leads" (D) are subprocesses within broader cycles, while "Developing" (C) is vague and not a standard lifecycle term. The answer (Acts: 1-5, corrected to A, E) fits Oracle's lifecycle framework.

NEW QUESTION #42

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