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Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.

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	• Version with Bullet Points: 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.
Topic 4	• 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 5	• 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 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	• Sales Order to Subscription: This domain tests the knowledge of Subscription Managers and Customer Success Specialists in transitioning sales orders into subscription models. It covers setting up recurring billing, managing subscription lifecycles, and ensuring ongoing customer satisfaction.
Topic 8	• 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 9	• 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 10	• Order to Close Opportunity: 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 11	• 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 12	• 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.

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Oracle 1z0-1108-2 passing score, 1z0-1108-2 exam review

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q18-Q23):

NEW QUESTION # 18

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

- A. Customer Profile Data
- B. Opportunity Revenue Data
- C. Lead Data
- D. Contact Profile 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 # 19

In an organization, Anita is the Channel Account Manager, Bob is the Partner Sales Manager, Chris is the Service Representative, Danielle is the Partner Sales Representative, and Edward is the Channel Sales Manager. Once a lead is converted into an opportunity, who will become the owner of the opportunity?

- A. Bob
- B. Chris
- C. Edward
- D. Danielle
- E. Anita

Answer: D

Explanation:

In Oracle CX Sales, the "Partner Sales Representative" (E), Danielle, becomes the opportunity owner after converting a lead, as they manage the sales cycle post-conversion in the channel process. "Edward" (A), Channel Sales Manager, and "Anita" (B), Channel Account Manager, oversee strategy and assignments, not ownership. "Chris" (C), Service Representative, is unrelated. "Bob" (D), Partner Sales Manager, supervises but doesn't own opportunities. The answer (Ans: 5) reflects Oracle's ownership rules.

NEW QUESTION # 20

Which is an input for the Develop Initial Dialog process?

- A. None of the above (implied fifth option based on Ans: 5 typo correction)
- B. The Sales Representative starts a one-on-one conversation with the prospect and captures contact information to create a lead.
- C. A social media site administrator posts a link to a white paper site explaining the benefits of the company's products.
- D. An analytics service analyzes the clicking patterns of website visitors.
- E. A prospect shows purchase intent and posts a query on product/service features or pricing on social media.

Answer: E

Explanation:

The Develop Initial Dialog process initiates engagement with prospects showing intent. "A prospect posts a query on features or pricing" (B) is a clear input, as it provides a trigger for dialog based on social listening. "Posting a white paper link" (A) is an output, not an input. "Starting a conversation" (C) is the process itself, not an input. "Analytics of clicking patterns" (D) is background data, not a direct dialog trigger. The original "Ans: 5" seems a typo; corrected to B based on context.

NEW QUESTION # 21

Which are factors in the Opportunity to Forecast process?

- A. Lead Rank, Win Probability, Include in Forecast
- B. Win Probability, Lead Source, Sales Stages
- **C. Sales Stages, Win Probability, Include in Forecast**
- D. Include in Forecast, Lead Score, Lead Rank

Answer: C

Explanation:

In Oracle CX Sales, the Opportunity to Forecast process integrates opportunity data into forecasting. "Sales Stages" (C) indicate pipeline progress, a key forecasting factor. "Win Probability" reflects the likelihood of closing, directly impacting forecast accuracy. "Include in Forecast" is a flag determining whether an opportunity contributes to the forecast. "Lead Rank" and "Lead Score" (A, B) are lead-specific, not opportunity-focused. "Lead Source" (D) is informational but not a primary forecasting factor. The answer (Ans: 3) aligns with Oracle's opportunity-based forecasting methodology.

NEW QUESTION # 22

Which statement about quote generation is incorrect?

- A. Quotes are created based on the product details in the opportunity.
- **B. Once a quote is complete, it is immediately sent to the customer for approval.**
- C. The quoting application may add products and services vital for a successful solution.
- 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 # 23

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