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Oracle Sales Business Process Foundations Associate Rel 2

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q10-Q15):

NEW QUESTION # 10

In the Vendor Lead to Channel Opportunity process, which job role is responsible for accepting or rejecting leads?

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

Answer: D

Explanation:

In the Vendor Lead to Channel Opportunity process, the "Channel Sales Manager" (A) accepts or rejects leads assigned by the vendor, overseeing channel strategy and partner readiness. The "Partner Sales Manager" (B) and "Channel Sales Representative" (D) are partner-side, handling post-acceptance tasks. "Vendor Sales Manager" (C) and "Vendor Sales Representative" (E) focus on lead creation and assignment, not acceptance. The corrected answer (Acts: 1) aligns with Oracle's channel oversight role.

NEW QUESTION # 11

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

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

Answer: B,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 # 12

In the Sales Play to Key Account process, which four key account values can be used to segment key accounts?

- **A. Frequent Business**
- **B. Goal Alignment**
- C. Account Age
- D. Profitability
- **E. Growth Potential**
- F. Global Reach
- **G. Commitment**

Answer: A,B,E,G

Explanation:

The Sales Play to Key Account process in Oracle CX Sales involves segmenting key accounts based on strategic value. "Goal Alignment" (C) assesses how well the account's objectives match the vendor's offerings. "Growth Potential" (D) evaluates future revenue opportunities. "Commitment" (F) measures the account's loyalty or partnership strength. "Frequent Business" (G) indicates transaction consistency, a key metric for prioritization. "Account Age" (A), "Global Reach" (B), and "Profitability" (E) are relevant but less emphasized in Oracle's key account segmentation compared to these four, which focus on relationship and potential. The answer (Ans: 3-4-6-7) reflects Oracle's account planning focus.

NEW QUESTION # 13

Sales groups help the business team to analyze opportunities of a similar type and track their progression in the sales pipeline. On which three criteria can sales groups be based?

- A. Contracts
- B. Business Lines
- C. Service
- D. Product
- E. Sales Manager

Answer: B,C,D

Explanation:

Sales groups in Oracle CX Sales categorize opportunities for analysis. "Service" (A) and "Product" (B) are common criteria, reflecting offerings. "Business Lines" (E) align with organizational units. "Sales Manager" (C) defines team ownership, not group criteria. "Contracts" (D) are specific to deals, not grouping. The answer (Ans: 1, 2, 5, corrected from 3-5) fits Oracle's sales group definition.

NEW QUESTION # 14

Which two are lead generation objectives?

- A. Boost sales.
- B. Increase brand awareness on social media sites.
- C. Reduce submitted service requests from customers.
- D. Convert prospects into customers.

Answer: A,D

Explanation:

Lead generation in Oracle CX Sales aims to drive sales outcomes. "Convert prospects into customers" (B) is a primary objective, turning leads into revenue. "Boost sales" (D) is the ultimate goal, tied to lead conversion. "Reduce service requests" (A) is a service goal, not lead generation. "Increase brand awareness" (C) is a marketing byproduct, not a direct objective. The answer (Ans: 2-4) aligns with Oracle's lead generation focus.

NEW QUESTION # 15

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