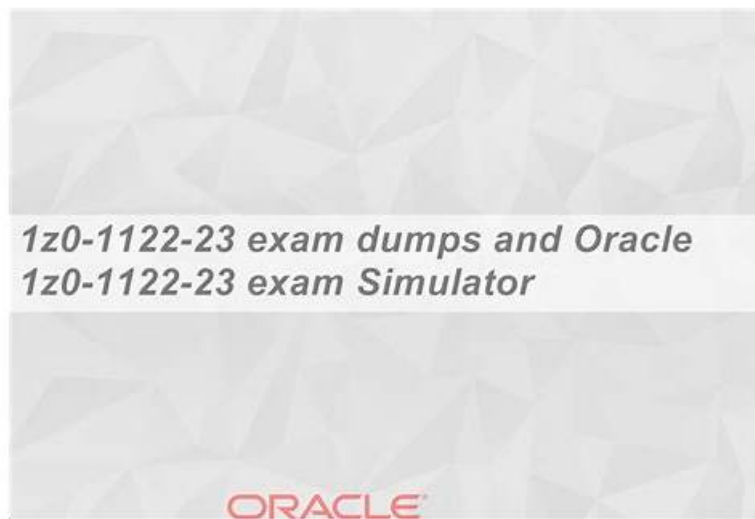


Oracle - High-quality 1z0-1108-2 Exam Simulator Online



BTW, DOWNLOAD part of ITexamReview 1z0-1108-2 dumps from Cloud Storage: <https://drive.google.com/open?id=1TYvvSknJKkQcJby4qDtlxwHyYwcz6p>

In order to meet the demand of most of the IT employees, ITexamReview's IT experts team use their experience and knowledge to study the past few years Oracle certification 1z0-1108-2 exam questions. Finally, ITexamReview's latest Oracle 1z0-1108-2 simulation test, exercise questions and answers have come out. Our Oracle 1z0-1108-2 simulation test questions have 95% similarity answers with real exam questions and answers, which can help you 100% pass the exam. If you do not pass the exam, ITexamReview will full refund to you. You can also free online download the part of ITexamReview's Oracle Certification 1z0-1108-2 Exam practice questions and answers as a try. After your understanding of our reliability, I believe you will quickly add ITexamReview's products to your cart. ITexamReview will achieve your dream.

Oracle 1z0-1108-2 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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	• 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 5	• 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 6	• 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 7	• 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 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	• 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.

>> **1z0-1108-2 Exam Simulator Online** <<

Instant 1z0-1108-2 Access, 1z0-1108-2 Free Exam Questions

The top of the lists Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam practice questions features are free demo download facility, 1 year free updated Oracle exam questions download facility, availability of Oracle Sales Business Process Foundations Associate Rel 2 (1z0-1108-2) exam questions in three different formats, affordable price, discounted prices and Oracle 1z0-1108-2 exam passing money back guarantee.

Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q17-Q22):

NEW QUESTION # 17

Which two statements are true about the lead qualification process?

- A. Lead qualification templates are the only method available to qualify a lead.
- B. The lead rank determines the lead score.
- C. Leads are analyzed by lead qualification templates.
- D. Lead qualification templates are a series of questions and responses that generate a lead score.

Answer: C,D

Explanation:

In Oracle CX Sales, lead qualification uses structured tools. "Lead qualification templates are a series of questions and responses that generate a lead score" (B) is true, as templates assess lead quality via scored criteria. "Leads are analyzed by lead qualification templates" (C) is also true, describing how templates evaluate leads systematically. "Lead qualification templates are the only method" (A) is false, as manual qualification is also possible. "The lead rank determines the lead score" (D) is incorrect; lead score influences rank, not vice versa. The answer (Ans: 2, 3) matches Oracle's lead management framework.

NEW QUESTION # 18

Quotes may have one of four statuses. During which status might a Sales Manager be required to approve an out-of-policy discount?

- A. Approved
- B. Pending Customer Approval
- C. Pending Review
- D. Created

Answer: C

Explanation:

In Oracle CX Sales, quote statuses include Created, Pending Review, Pending Customer Approval, and Approved. "Pending Review" (C) is when a Sales Manager might approve an out-of-policy discount, as it's the internal review stage before finalization. "Pending Customer Approval" (A) is post-internal approval, for customer sign-off. "Created" (B) is too early, pre-review.

"Approved" (D) is post-approval, completed. The answer (Ads: 3) fits Oracle's quote approval process.

NEW QUESTION # 19

In the Sales Play to Key Account process, organizations analyze buyers' needs based on prospect insights to customize a personalized offering. Which role is responsible for this analysis?

- A. Sales Analyst
- B. Sales Manager
- C. Marketing Analyst
- D. Sales Representative
- E. Key Account Executive

Answer: E

Explanation:

In Oracle CX Sales, the "Key Account Executive" (D) is responsible for analyzing buyer needs and customizing offerings for key accounts. This role combines strategic insight with direct account interaction, leveraging prospect data to tailor solutions. The "Marketing Analyst" (A) provides data but doesn't customize offerings. The "Sales Manager" (B) oversees teams, not individual analysis. The "Sales Representative" (C) executes sales, while the "Sales Analyst" (E) focuses on broader analytics, not personalization. The answer (Ans: 4) aligns with Oracle's emphasis on the Key Account Executive's strategic role.

NEW QUESTION # 20

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

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

Answer: C

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 # 21

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

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

Answer: B

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 # 22

.....

Are you looking for the best way to get Oracle 1z0-1108-2 certified and advance your career? The 1z0-1108-2 Dumps PDF of the ITexamReview is the perfect choice for you. Cracking the 1z0-1108-2 test for the Oracle 1z0-1108-2 Certification can be a daunting process, but with the help of our 1z0-1108-2 preparation material, you'll be able to achieve the Oracle 1z0-1108-2 certification you're looking for.

Instant 1z0-1108-2 Access: <https://www.itexamreview.com/1z0-1108-2-exam-dumps.html>

- 1z0-1108-2 New Question □ 1z0-1108-2 Valid Test Objectives □ Exam 1z0-1108-2 Certification Cost □ Search for [1z0-1108-2] and easily obtain a free download on ⇒ www.testsdumps.com ⇐ □ 1z0-1108-2 New Dumps Book
- 1z0-1108-2 PDF Question □ 1z0-1108-2 Valid Exam Experience □ 1z0-1108-2 Reliable Exam Syllabus □ Download （ 1z0-1108-2 ） for free by simply searching on { www.pdfvce.com } □Exam 1z0-1108-2 Quiz
- 1z0-1108-2 Exam Simulator Online - Authoritative Instant 1z0-1108-2 Access Pass Success □ Easily obtain free download of ➡ 1z0-1108-2 □ by searching on ➡ www.dumps4pdf.com □ □Exam 1z0-1108-2 Materials
- 1z0-1108-2 Reliable Exam Syllabus □ Practical 1z0-1108-2 Information □ 1z0-1108-2 Reliable Exam Syllabus ↔ Simply search for □ 1z0-1108-2 □ for free download on ➡ www.pdfvce.com□□□ □1z0-1108-2 Most Reliable Questions
- 1z0-1108-2 Exam Simulator Online | 100% Free Perfect Instant Oracle Sales Business Process Foundations Associate Rel 2 Access □ Open （ www.pdfdumps.com ） and search for □ 1z0-1108-2 □ to download exam materials for free □ □Exam 1z0-1108-2 Materials
- 1z0-1108-2 Most Reliable Questions □ Test 1z0-1108-2 Topics Pdf□ 1z0-1108-2 Most Reliable Questions □ Search for ➡ 1z0-1108-2 □□□ and download exam materials for free through { www.pdfvce.com } □Exam 1z0-1108-2 Certification Cost
- Preparation 1z0-1108-2 Store □ Preparation 1z0-1108-2 Store □ 1z0-1108-2 Valid Mock Exam □ Search for ▷ 1z0-1108-2 ◁ and easily obtain a free download on ☀ www.exams4collection.com □☀□ □1z0-1108-2 Valid Mock Exam
- Oracle 1z0-1108-2 Exam Questions With Free Updates At 25% Discount □ Copy URL □ www.pdfvce.com □ open and search for □ 1z0-1108-2 □ to download for free □Preparation 1z0-1108-2 Store
- 1z0-1108-2 Valid Test Format □ Exam 1z0-1108-2 Certification Cost □ Exam 1z0-1108-2 Materials □ Immediately open 【 www.testsdumps.com 】 and search for▷ 1z0-1108-2 ◁to obtain a free download ↔1z0-1108-2 New Dumps Book
- 2025 High-quality 1z0-1108-2 Exam Simulator Online | 100% Free Instant Oracle Sales Business Process Foundations Associate Rel 2 Access □ Search on[www.pdfvce.com] for 《 1z0-1108-2 》 to obtain exam materials for free download □Exam 1z0-1108-2 Certification Cost
- 100% Pass Quiz 2025 Accurate 1z0-1108-2: Oracle Sales Business Process Foundations Associate Rel 2 Exam Simulator Online □ Open website ➡ www.dumps4pdf.com □□□ and search for ➡ 1z0-1108-2 □□□ for free download □Valid 1z0-1108-2 Exam Tips
- lms.ait.edu.za, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, kamikazoo.com, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, stancoo822.blogs-service.com, pct.edu.pk, study.stcs.edu.np, Disposable vapes

2025 Latest ITExamReview 1z0-1108-2 PDF Dumps and 1z0-1108-2 Exam Engine Free Share: <https://drive.google.com/open?id=1TYvvSknJKkQcJby4qDtlxwHyyyWcz6p>