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Oracle 1Z0-1161-1 Exam Syllabus Topics:

Topic	Details
Topic 1	OMBPs for CX Marketing: This section of the exam measures the skills of Training and Learning Managers and focuses on how OMBPs enhance CX Marketing processes. It explains the flow from audience generation to opportunity creation, ensuring targeted marketing efforts lead to successful conversions. Design considerations and important takeaways for implementing CX Marketing OMBPs are covered, helping organizations optimize marketing strategies. The section also describes key metrics that assess the success of CX Marketing OMBPs, ensuring effectiveness in execution and performance evaluation.
Topic 2	OMBPs for CX Sales: This section of the exam measures the skills of OGL Administrators and focuses on the sales process within Oracle Modern Best Practice. It explains the journey from lead generation to a successfully closed opportunity, ensuring a structured and efficient sales workflow. The design aspects and important considerations for implementing CX Sales OMBPs are discussed to help organizations streamline sales operations. Additionally, key performance metrics are described, offering a way to measure and track the success of CX Sales OMBPs.
Topic 3	OMBPs for CX Sales Performance Management: This section of the exam measures the skills of Training and Learning Managers and covers sales performance management using OMBPs. It explains the process from designing a compensation plan to making participant payments, ensuring sales teams are effectively rewarded. The section highlights key considerations and takeaways for implementing CX Sales Performance OMBPs to optimize incentive structures. Furthermore, the key metrics used to measure the success of these OMBPs are described, helping organizations track and refine their compensation strategies.
Topic 4	Oracle Cloud Success Navigator and Oracle Cloud Quality Standards: This section of the exam measures the skills of Training and Learning Managers and focuses on optimizing cloud adoption. It explains the importance of Cloud Success Navigator and Cloud Quality Standards in ensuring smooth implementation and ongoing optimization of Oracle Cloud solutions. The section also describes how OMBPs are embedded within Oracle Cloud and applied with Starter Configuration to create an efficient and scalable cloud environment.

Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q48-Q53):

NEW QUESTION # 48

What is the purpose of the Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance?

- A. To provide tailored coaching recommendations based on AI/ML analysis.
- B. To automate the creation of coaching plans.
- C. To eliminate the need for sales team training.
- D. To provide real-time analytics for coaching performance.

Answer: A

Explanation:

The Coaching Plan to Performance OMBP in Oracle Fusion Cloud CX Sales Performance aims to improve sales rep outcomes. Its purpose is to provide tailored coaching recommendations based on AI/ML analysis.

AI/ML Role: Analyzes rep performance data (e.g., deal size, conversion rates) to identify strengths and weaknesses.

Tailored Recommendations: Offers specific, actionable coaching plans, enhancing effectiveness over generic training.

Option A (No Training): Coaching enhances, not replaces, training.

Option B (Automation): Focuses on recommendations, not just plan creation.

Option D (Analytics): Analytics support the process, not the primary purpose.

Oracle Fusion CX Sales Performance documentation, such as "Oracle AI for Fusion Applications," supports this purpose.

NEW QUESTION # 49

What is the primary purpose of Oracle Cloud Success Navigator?

- A. Provide a best practice framework with tools and guidance that support organizations in the Cloud journey.
- B. Provision Oracle Cloud Applications.
- C. Offer a platform for reporting bugs and issues with Oracle Cloud products.
- D. Automate the migration of on-premises solutions to Oracle Cloud.

Answer: A

Explanation:

The primary purpose of Oracle Cloud Success Navigator is to provide a best practice framework with tools and guidance that support organizations in the Cloud journey.

Best Practice Framework: Offers resources, templates, and advice for planning, implementing, and optimizing Oracle Cloud solutions.

Tools and Guidance: Includes features like the Adoption Center and starter environments to ensure success from deployment to ongoing innovation.

This holistic support distinguishes it as a strategic enabler for cloud adoption.

Option A (Bug Reporting): Bug reporting occurs via other channels (e.g., My Oracle Support).

Option B (Provisioning): Provisioning is handled by Oracle Cloud Infrastructure, not Success Navigator.

Option D (Migration Automation): Migration support exists, but automation isn't its primary focus.

Oracle's "Get Started" and "Cloud Success Navigator Overview" documentation confirm its role as a guiding framework.

NEW QUESTION # 50

Which two modern features of Oracle Redwood User Interface are integrated into Oracle CX Applications?

- A. Nudges, such as visual cues, notifications, or strategically placed suggestions to encourage users to take specific actions.
- B. Embellished AI, such as providing intelligent recommendations, automating tasks, offering predictive insights, or personalizing the user experience.
- C. Contextual Journeys, such as presenting different dashboards and actions to various levels of users.
- D. Standardized User Experience, such as familiar layouts, terminology, and interaction patterns, reducing the learning curve and improving usability.

Answer: C,D

Explanation:

The Oracle Redwood User Interface (UI) enhances usability in Oracle CX Applications with modern features. The two integrated features are:

A . Standardized User Experience: Provides consistent layouts, terminology, and patterns, reducing training time and boosting productivity.

C . Contextual Journeys: Delivers role-based dashboards and actions, tailoring the UI to user needs (e.g., sales reps vs. managers).

Option B (Nudges): While useful, nudges are less emphasized as a core Redwood feature in CX Applications.

Option D (Embellished AI): AI capabilities exist but are functional enhancements, not UI-specific features.

Oracle's "Redwood Design System" documentation highlights Standardized User Experience and Contextual Journeys as key UI elements.

NEW QUESTION # 51

What is the primary advantage of the Replenishment Planning process in Oracle Fusion Cloud SCM?

- A. To guarantee inventory levels remain static regardless of demand fluctuations.
- B. To eliminate the need for demand forecasting.
- C. To reduce supplier payment cycles.
- D. To ensure optimal inventory levels by predicting demand and adjusting supply plans.

Answer: D

Explanation:

The Replenishment Planning process in Oracle Fusion Cloud SCM optimizes inventory management. Its primary advantage is to ensure optimal inventory levels by predicting demand and adjusting supply plans.

How It Works: Uses demand forecasts and supply data to determine when and how much to replenish, avoiding overstock or shortages.

Advantage: Balances cost efficiency with availability, improving operational performance.

Option A (Payment Cycles): Unrelated to replenishment planning.

Option C (Static Levels): Aims for dynamic adjustment, not static levels.

Option D (No Forecasting): Relies heavily on demand forecasts.

Oracle Fusion Cloud SCM documentation, such as "Replenishment Planning Guides," highlights this advantage.

NEW QUESTION # 52

How can organizations maximize the benefits of the Capture Launch activity in the Lead to Opportunity OMBP to improve their sales pipeline?

- A. By relying on marketing automation tools to capture and qualify leads.
- **B. By using a lead distribution strategy that assigns the optimal sales representative.**
- C. By prioritizing leads based on the monetary value of potential deals.

Answer: B

Explanation:

The Lead to Opportunity OMBP in Oracle Fusion Cloud CX Sales focuses on converting leads into sales opportunities, with the Capture Launch activity initiating this process. Organizations can maximize benefits by using a lead distribution strategy that assigns the optimal sales representative.

Optimal Assignment: Matching leads to reps based on expertise, territory, or past performance increases the likelihood of successful conversions, improving pipeline quality.

This strategy leverages data-driven insights (e.g., from CRM analytics) to ensure the right rep handles the right lead, enhancing efficiency and outcomes.

Option A (Monetary Prioritization): Focusing solely on deal value may neglect smaller, high-potential leads, limiting pipeline growth.

Option B (Marketing Automation): Automation aids capture and qualification but doesn't address the critical handoff to sales reps, which is key in Capture Launch.

Oracle Fusion Cloud CX Sales documentation, like "Lead Management Guides," underscores intelligent lead distribution as a best practice for pipeline optimization.

NEW QUESTION # 53

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