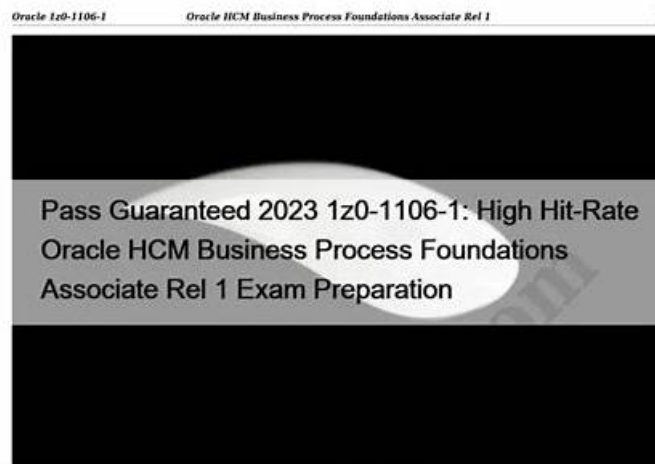


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Oracle 1z0-1108-2 Exam Syllabus Topics:

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	• 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 3	• 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 4	• 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 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	• 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	• 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q32-Q37):

NEW QUESTION # 32

In the Channel Lead to Vendor Opportunity process, Ben, a Partner Sales Representative, has accepted a lead and conducted promising conversations with the customer, leading him to qualify the lead. Once the lead is qualified, what is the next action Ben will take?

- A. Transfer the lead
- B. Reject the lead
- C. Retire the lead
- D. Convert the lead
- E. Escalate the lead

Answer: D

Explanation:

After qualifying a lead in Oracle CX Sales, the next step is to "Convert the lead" (D) into an opportunity if it meets criteria, which

Ben does after promising conversations. "Retire the lead" (A) or "Reject the lead" (C) applies to unqualified leads. "Escalate the lead" (B) involves higher review, unnecessary here. "Transfer the lead" (E) shifts ownership, not applicable post-qualification. The answer (Ans: 4) follows Oracle's lead-to-opportunity conversion process.

NEW QUESTION # 33

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

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

Answer: B,C

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 # 34

Which two statements concerning lead score are correct?

- A. The data points/input that form the overall score must come from the lead source data.
- B. Lead scoring rules can only be run once per week.
- **C. Lead score can be used as a criterion for lead ranking rules.**
- **D. Lead score is a score assigned to a lead that can help in its qualification for further stages.**

Answer: C,D

Explanation:

In Oracle CX Sales, "Lead score is a score assigned to a lead that can help in its qualification" (A) is true, aiding prioritization. "Lead score can be used as a criterion for lead ranking rules" (C) is also true, as scores drive rank tiers. "Must come from lead source data" (B) is false, as scores use multiple data points (e.g., behavior, profile). "Only run once per week" (D) is incorrect, as scoring can be dynamic. The answer (Ads: 1, 3) reflects Oracle's flexible scoring system.

NEW QUESTION # 35

Which two job roles are involved in the Convert Lead to Opportunity process?

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

Answer: B,D

Explanation:

In Oracle CX Sales, the Convert Lead to Opportunity process involves operational and oversight roles. The "Sales Manager" (C) supervises the conversion, ensuring quality. The "Sales Representative" (D) executes it, qualifying and converting leads. The "Partner Sales Representative" (A) and "Channel Account Manager" (B) are channel-specific, while the "Channel Sales Manager" (E) focuses on channel strategy, not direct conversion. The corrected answer (Ans: 3, 4) fits Oracle's standard sales process.

NEW QUESTION # 36

Which four are steps in the Final Forecast Submission process?

- Answer: A,C,D,E**

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