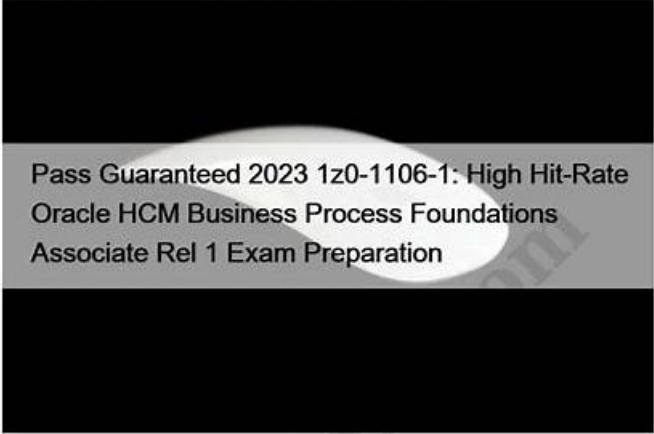


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Oracle 1z0-1108-2 Exam Syllabus Topics:

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	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 3	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 4	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 5	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 6	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 7	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 8	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 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.

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Oracle Sales Business Process Foundations Associate Rel 2 Sample Questions (Q40-Q45):

NEW QUESTION # 40

Which four job roles participate in the Acquiring Life Cycle?

- A. Marketing Manager
- B. Lead Specialist
- C. Marketing Vice President
- D. Sales Representative
- E. Sales Manager
- F. Channel Manager

Answer: B,D,E,F

Explanation:

The Acquiring Life Cycle in Oracle CX Sales focuses on lead generation and early engagement. The "Channel Manager" (B) drives partner-led acquisition. The "Sales Manager" (C) supervises the process. The "Sales Representative" (D) engages prospects. The "Lead Specialist" (F) manages lead generation and qualification. The "Marketing Vice President" (A) and "Marketing Manager" (E) are strategic, not operational, roles in this cycle. The corrected answer (Ans: 2, 3, 4, 6) aligns with Oracle's acquisition workflow.

NEW QUESTION # 41

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

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

Answer: A,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 # 42

Select the correct statement regarding lead score and lead rank.

- A. Lead rank is based on lead score.
- B. Lead rank and score are independently determined.
- C. Lead score is always based on allocation of budget.
- D. Lead score is based on lead rank.

Answer: A

Explanation:

In Oracle CX Sales, "Lead score" is a numerical value from qualification templates, reflecting lead quality. "Lead rank" is a priority tier derived from that score. Thus, "Lead rank is based on lead score" (D) is correct. "Lead score based on lead rank" (A) reverses the relationship. "Always based on budget" (B) is false, as scores use multiple criteria. "Independently determined" (C) ignores their interdependence. The answer (Acts: 4) aligns with Oracle's scoring and ranking logic.

NEW QUESTION # 43

Which two are lead generation objectives?

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

Answer: B,C

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 # 44

Which three job roles are involved in the Converting Life Cycle?

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