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Practice Materials & Tests

DEMO VERSION

Oracle

1Z0-1108-2 Exam

Oracle Sales Business Process Foundations Associate Rel 2

Exam Latest Version: 6.0

Question 1. (Multi Select)

Which three key parameters will a Sales Manager use to evaluate and prioritize opportunities?

- A: Sales Stage
- B: Close Date
- C: Product
- D: Win Probability
- E: Revenue

Correct Answer: A, B, D

Explanation:

A Sales Manager evaluates and prioritizes opportunities based on key parameters that indicate the likelihood of success and the urgency of the deal. "Sales Stage" (A) reflects the current progress of the opportunity in the sales pipeline, helping the manager assess how close it is to closing. "Close Date" (B) indicates the timeline, allowing prioritization of opportunities that are nearing their deadline. "Win Probability" (D) is a critical metric in Oracle CX Sales, providing a percentage likelihood of winning the deal, which helps in focusing efforts on high-potential opportunities. While "Product" (C) and "Revenue" (E) are important details, they are typically secondary to the core prioritization metrics of stage, timing, and probability. The corrected answer (RDS: 1-2-4) aligns with Oracle's emphasis on pipeline management and forecasting.

Question 2. (Single Select)

Which statement about quote generation is incorrect?

- A: Once a quote is complete, it is immediately sent to the customer for approval.
- B: Discounts may be applied to the quote during the quote generation process.
- C: Quotes are created based on the product details in the opportunity.
- D: The quoting application may add products and services vital for a successful solution.

Correct Answer: A

Explanation:

In Oracle CX Sales, quote generation follows a structured process. "Discounts may be applied" (B) is correct, as discounts are configurable during quoting. "Quotes are created based on opportunity product details" (C) is accurate, linking quotes to opportunities. "Adding vital products/services" (D) is possible to ensure a complete solution. However, "immediately sent to the customer" (A) is incorrect because quotes typically require internal review or approval (e.g., for out-of-policy discounts) before being sent, making this the incorrect statement (RDS: 1).

Question 3. (Single Select)

In the Vendor Lead to Channel Opportunity process, which job role is responsible for reviewing the assigned opportunity details, accepting the opportunity, and engaging the appropriate resources to manage the opportunity to a successful conclusion?

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

Correct Answer: D

Explanation:

The "Partner Sales Representative" (D) is tasked with reviewing and accepting opportunities assigned by the vendor (via the Channel Account Manager) and driving them to closure by engaging resources. This role is partner-side and operational, unlike "Partner Account Manager" (A) or "Channel Account Manager" (E), which are more strategic. "Sales Manager" (B) and "Channel Sales Manager" (C) oversee broader teams, not individual opportunity management. The answer (Ans: 4 from Page 3) reflects partner-side responsibility.

Question 4. (Single Select)

As part of the Research and Engage Prospects stage, which option best defines social listening?

- A: Monitoring websites for unfavorable opinions of a company's products
- B: Responding to customer complaints through direct responses on social media websites
- C: Generating product hype by paying influencers on social media sites
- D: Monitoring social media for buyer digital body language, buying cues, and requests for recommendations

Correct Answer: D

Explanation:

Social listening in Oracle CX Sales involves proactively tracking social media for insights into prospect behavior. "Monitoring social media for buyer digital body language, buying cues, and recommendations" (D) best defines this, as it focuses on identifying purchase intent and engagement opportunities. "Monitoring websites for opinions" (A) is narrower, "responding to complaints" (B) is reactive, and "paying influencers" (C) is a marketing tactic, not listening. Answer (Ans: 4) aligns with Oracle's prospect engagement strategy.

Question 5. (Single Select)

Which is an input for the Develop Initial Dialog process?

- A: A social media site administrator posts a link to a white paper site explaining the benefits of the company's products.
- B: A prospect shows purchase intent and posts a query on product/service features or pricing on social media.
- C: The Sales Representative starts a one-on-one conversation with the prospect and captures contact information to create a lead.
- D: An analytics service analyzes the clicking patterns of website visitors.
- E: None of the above (implied fifth option based on Ans: 5 typo correction)

Correct Answer: B

Explanation:

The Develop Initial Dialog process initiates engagement with prospects showing intent. "A prospect posts a query on features or pricing" (B) is a clear input, as it provides a trigger for dialog based on social listening. "Posting a white paper link" (A) is an output, not an input. "Starting a conversation" (C) is the process itself, not an input. "Analytics of clicking patterns" (D) is background data, not a direct dialog trigger. The original "Ans: 5" seems a typo; corrected to B based on context.

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