PassQueen
a.k.a dumpsqueen.com

Oracle Sales Business Process Foundations Associate Rel 2

Oracle 1z0-1108-2

Version Demo

Total Demo Questions: 4

Total Premium Questions: 46

Buy Premium PDF

Topic Break Down

Topic	No. of Questions
Topic 1, Oracle Sales Overview	6
Topic 2, Sales Planning	4
Topic 3, Sales Automation	23
Topic 4, Sales Performance Management	2
Topic 5, Sales Intelligence	3
Topic 6, Partner Relationship Management	8
Total	46

QUESTION NO: 1

A Sales Representative has accepted a lead, but the record does not yet contain a confirmed customer need, product interest, or credible revenue potential. What should the representative do before converting the lead to an opportunity?

A. Qualify the lead

B. Convert the lead immediately

C. Submit the lead for quote approval

D. Mark the lead as Converted

ANSWER: A

Explanation:

Qualify the lead is correct. Qualification determines whether the lead has sufficient potential and information to justify active opportunity pursuit. Conversion should occur after the lead is qualified, so that the resulting opportunity contains meaningful sales information for pipeline management and forecasting.

QUESTION NO: 2

Opportunities can be categorized based on different product groups, service lines, geographies, industries, and more. What is the term for this categorization?

A. Sales Group

B. Sales Pipeline

C. Revenue Collection

D. Sales Forecast

E. Opportunity Grouping

ANSWER: E

Explanation:

Opportunity Grouping is the term used for organizing opportunities into meaningful categories, such as product groups, service lines, geographic areas, industries, or other business-relevant attributes. This grouping gives sales organizations a structured way to analyze their opportunity portfolio and understand where potential revenue is concentrated. For example, leadership can review opportunities associated with a particular product family, compare opportunity value across regions, or assess demand within a target industry. Groupings therefore support focused pipeline analysis, sales planning, territory and market evaluation, and reporting that reflects the way the organization manages its business. The categories can be selected to align with the company's sales strategy and operating model, making opportunity information easier to aggregate and evaluate at the appropriate level. Oracle Sales opportunity management supports capturing and analyzing opportunity information so sales teams can qualify, manage, and report on revenue-generating deals throughout the sales cycle. See Oracle's Opportunity Management overview and the Oracle Sales product page for context on opportunity management and sales analytics capabilities.

QUESTION NO: 3

In channel sales processes, which three statements correctly match a responsibility to the appropriate job role? Select three.

A. The Channel Sales Manager qualifies channel leads.

B. The Partner Sales Manager accepts or rejects vendor-assigned leads.

C. The Channel Account Manager assigns an opportunity to a Partner Sales Representative.

D. The Partner Sales Manager qualifies channel leads for the vendor organization.

E. The Channel Account Manager accepts or rejects vendor-assigned leads for the partner organization.

ANSWER: A B C

Explanation:

The **Channel Sales Manager** qualifies channel leads before they progress through the channel process. The **Partner Sales Manager** decides whether to accept or reject a vendor-assigned lead on behalf of the partner organization. The **Channel Account Manager** assigns an opportunity to the appropriate Partner Sales Representative. These responsibilities distinguish vendor-side channel management from partner-side lead acceptance and opportunity execution.

QUESTION NO: 4

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

A. Creating

B. Acquiring

C. Developing

D. Managing Leads

E. Converting

ANSWER: B C

Explanation:

Oracle CX Sales supports a continuous customer-focused sales business process that includes acquiring customers and developing customer relationships. **Acquiring** represents the new-customer side of the sales process: sales teams identify potential buyers, engage them, qualify their needs, and progress them toward becoming customers. This lifecycle is supported by CX Sales capabilities for leads, accounts, contacts, opportunities, and sales activities.

Developing represents the ongoing growth of established customer relationships. After an organization has acquired a customer, sellers use account and opportunity information to identify additional needs, build relationships with stakeholders, pursue further business, and increase the value of the customer relationship over time. Together, these lifecycles reflect the way CX Sales helps organizations both win new business and grow existing business through coordinated, data-driven selling.

Oracle describes its sales solutions as helping organizations connect sales data and processes across the customer journey, enabling sellers to acquire customers and expand customer value. See the Oracle Fusion Cloud Sales overview and Oracle's Sales Business Process Foundations Associate certification page.