

## Prepare Smart for Success Free Oracle 1z0-1108-2 Exam Questions and Answers

Ready to pass faster? Grab free and updated Oracle Sales Business Process Foundations Associate Rel 2 exam PDF questions now. Get authentic 1z0-1108-2 dumps packed with verified answers and secure your certification success with [PrepBolt](https://prepbolt.com/1z0-1108-2.html) 1z0-1108-2 exam pdf questions and answers.

Thank you for Downloading 1z0-1108-2 exam PDF Demo

<https://prepbolt.com/1z0-1108-2.html>

# Question 1

---

Question Type: MultipleChoice

---

In the Vendor Lead to Channel Opportunity process, which job role is responsible for assigning an opportunity (generated by converting a lead) to the appropriate partner?

## Options:

---

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

## Answer:

---

B

## Explanation:

---

In the Vendor Lead to Channel Opportunity process, the 'Channel Account Manager' (B) is responsible for overseeing partner relationships and assigning opportunities to the appropriate partner after lead conversion. This role ensures alignment between vendor goals and partner execution. The 'Channel Sales Manager' (A) focuses on broader channel strategy, while 'Partner Sales Representative' (C) and 'Partner Sales Manager' (D) are partner-side roles, not typically responsible for vendor-side assignments. The corrected answer (RDS: 2) fits Oracle's channel management hierarchy.

# Question 2

---

Question Type: MultipleChoice

---

Gina has accepted a lead and conducted a series of interviews with the customer. Based on the interviews, she has concluded that this lead is not worth pursuing. Which action will Gina take now?

## Options:

---

- A- Transfer the lead
- B- Reject the lead

- C- Escalate the lead
- D- Retire the lead
- E- Convert the lead

### Answer:

---

D

### Explanation:

---

In Oracle CX Sales, a lead deemed unworthy after qualification is 'Retired' (D), removing it from active pursuit while retaining it for records. 'Reject the lead' (B) is less common terminology in Oracle, typically used pre-acceptance. 'Transfer the lead' (A) reassigns it, not applicable here. 'Escalate the lead' (C) seeks review, unnecessary for a dead-end lead. 'Convert the lead' (E) is for qualified leads. The answer (Ans: 4) aligns with Oracle's lead disposition process.

## Question 3

---

Question Type: MultipleChoice

---

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

### Options:

---

- A- Sales Group
- B- Sales Pipeline
- C- Revenue Collection
- D- Sales Forecast
- E- Opportunity Grouping

### Answer:

---

E

### Explanation:

---

In Oracle CX Sales, categorizing opportunities by attributes like product groups or geographies is called 'Opportunity Grouping' (E), a term for segmentation analysis. 'Sales Group' (A) refers to teams. 'Sales Pipeline' (B) tracks progress, not categories. 'Revenue Collection' (C) is unrelated. 'Sales Forecast' (D) predicts revenue, not categorization. The answer (Ans: 5) matches Oracle's terminology.

## Question 4

---

Question Type: MultipleChoice

---

Which four job roles participate in the Acquiring Life Cycle?

### Options:

---

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

### Answer:

---

B, C, D, 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.

## Question 5

---

Question Type: MultipleChoice

---

Which three are used for creating leads in the CX Sales application?

### Options:

---

- A- A Sales Administrator can initiate a built-in lead generation process tool.

- B- A Sales Administrator can use the Import Management process.
- C- Leads can be created through integration with a marketing application, such as Oracle Eloqua.
- D- A salesperson can manually create new leads in the UI.

### Answer:

---

B, C, D

### Explanation:

---

Oracle CX Sales supports multiple lead creation methods. 'A Sales Administrator can use the Import Management process' (B) allows bulk lead imports. 'Integration with a marketing application like Oracle Eloqua' (C) automates lead capture from campaigns. 'A salesperson can manually create new leads in the UI' (D) enables direct entry. 'A built-in lead generation process tool' (A) is vague and not a standard Oracle CX Sales feature; lead generation typically ties to marketing tools or manual actions. The answer (Ans: 2-3-4) reflects Oracle's lead creation options.

## Question 6

---

Question Type: MultipleChoice

---

Sales groups help the business team to analyze opportunities of a similar type and track their progression in the sales pipeline. On which three criteria can sales groups be based?

### Options:

---

- A- Service
- B- Product
- C- Sales Manager
- D- Contracts
- E- Business Lines

### Answer:

---

A, B, E

### Explanation:

---

Sales groups in Oracle CX Sales categorize opportunities for analysis. 'Service' (A) and 'Product' (B) are common criteria, reflecting offerings. 'Business Lines' (E) align with organizational units. 'Sales Manager' (C) defines team ownership, not group criteria. 'Contracts' (D) are specific to deals, not

grouping. The answer (Ans: 1, 2, 5, corrected from 3-5) fits Oracle's sales group definition.

## Question 7

---

Question Type: MultipleChoice

---

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

### Options:

---

- A- Sales Manager
- B- Quote Developer
- C- Order Management Specialist
- D- Channel Manager
- E- Sales Representative

### Answer:

---

A, D, E

### Explanation:

---

The Converting Life Cycle in Oracle CX Sales spans lead conversion to opportunity closure. The 'Sales Manager' (A) oversees the process, ensuring alignment. The 'Channel Manager' (D) coordinates channel opportunities, critical in partner contexts. The 'Sales Representative' (E) drives lead qualification and conversion. The 'Quote Developer' (B) and 'Order Management Specialist' (C) focus on quoting and post-sale tasks, not the core converting lifecycle. The answer (Ans: 1, 4, 5) matches Oracle's sales lifecycle roles.

## Question 8

---

Question Type: MultipleChoice

---

Which two statements are true about the lead conversion process?

### Options:

---

- A- Sales account, product, and revenue information are passed on to the new opportunity.
- B- A lead can be automatically converted to an opportunity through the qualification process.
- C- When a lead is converted, the status of the lead is changed to Converted.
- D- When a lead is converted, the status of the lead is changed to Closed.

### Answer:

---

A, C

### Explanation:

---

In Oracle CX Sales, 'Sales account, product, and revenue information are passed on' (A) is true, as these details populate the opportunity. 'Status changed to Converted' (C) is also true, marking the lead's transition. 'Automatically converted through qualification' (B) can occur with rules, but isn't universally true without configuration. 'Status changed to Closed' (D) is false; 'Converted' is distinct from 'Closed' (e.g., Retired). The answer (Ans: 1, 3) aligns with Oracle's lead lifecycle.

# Thank You for trying 1z0-1108-2 PDF Demo

To try our 1z0-1108-2 practice exam software  
visit link below

<https://prepbolt.com/1z0-1108-2.html>

## Start Your 1z0-1108-2 Preparation

Use Coupon **"SAVE50"** for extra 50% discount on the purchase of Practice Test Software. Test your 1z0-1108-2 preparation with actual exam questions.