

# Lead2Passed



Lead2Passed

HOME

ALL VENDORS

★ GUARANTEE

? FAQ

TESTIMONIALS

Login / Register My Shopcart (1)

Input your exam code ...



## Try before you buy

Download a free sample of any of our exam questions and answers

- ✓ Online Test Engine: Online Tool, Convenient, easy to study. Instant Online Access. Supports All Web Browsers.
- ✓ PDF format: Easy to read and print learning materials, our products are available in PDF file format.
- ✓ Desktop Test Engine: Installable Software Application. Simulates Real Exam Environment. Practice Offline Anytime.



### Security & Privacy

We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.



### 365 Days Free Updates

Free update is available within 365 days after your purchase. After 365 days, you will get 50% discounts for updating.



### Money Back Guarantee

Full refund if you fail the corresponding exam in 60 days after purchasing. And Free get any another product.



### Instant Download

After Payment, our system will send you the products you purchase in mailbox in a minute after payment. If not received within 2 hours, please contact us.

<http://www.lead2passed.com>

Valid Certification Exam Dumps Materials and Study Guide -  
Lead2Passed

**Exam** : **1z0-1108-2**

**Title** : Oracle Sales Business Process  
Foundations Associate Rel 2

**Vendor** : Oracle

**Version** : DEMO

**NO.1** 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. Convert the lead
- B. Reject the lead
- C. Retire the lead
- D. Escalate the lead
- E. Transfer the lead

**Answer:** A

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.

**NO.2** 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?

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

**Answer:** C,D,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.

**NO.3** Which three job roles are involved in the Converting Life Cycle?

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

**Answer:** A,B,C

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.

**NO.4** Based on which four factors can the quoting application apply discounts on the quote?

- A.** Total Revenue of Quote
- B.** Quantity of Product (Volume Discount)
- C.** Customer Identity
- D.** Product Specified
- E.** Customer Location

**Answer:** A,B,C,D

Explanation:

In Oracle CX Sales, the quoting application applies discounts based on predefined rules. "Customer Identity" (A) allows discounts tailored to specific accounts (e.g., key accounts or loyal customers). "Total Revenue of Quote" (B) enables discounts based on the overall value of the deal, encouraging larger purchases. "Product Specified" (D) allows product-specific promotions or discounts. "Quantity of Product (Volume Discount)" (E) is a common factor, incentivizing bulk purchases. "Customer Location" (C) might influence pricing but is less commonly a direct factor for discounts unless tied to regional promotions, which isn't standard in the quoting process. The answer (RDS: 1-2-4-5) reflects Oracle's flexible discount configuration.