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Oracle Sales Business Process Foundations Associate Rel 2

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Question: 1

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

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.

Reference: Oracle CX Sales – Opportunity Management and Forecasting Processes.

Question: 2

Based on which four factors can the quoting application apply discounts on the quote?

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

Answer: A, B, D, E

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.

Reference: Oracle CX Sales – Quoting and Pricing Configuration.

Question: 3

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.

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).

Reference: Oracle CX Sales – Quote Management Process.

Question: 4

To which sales channel are opportunities assigned after being converted from leads?

- A. Indirect
- B. Direct
- C. Partner
- D. Associate

Answer: C

Explanation:

In Oracle CX Sales, when leads are converted to opportunities, the sales channel reflects the context of the lead source. The corrected term "Partner" (C) replaces the typo "Parthes" from the original document. Opportunities from leads in a channel context (e.g., Vendor Lead to Channel Opportunity process) are typically assigned to the "Partner" channel, as partners manage these opportunities postconversion.

"Indirect" (A) and "Direct" (B) refer to broader sales strategies, while "Associate" (D) isn't a standard channel term. Answer (RDS: 3) aligns with channel processes.
Reference: Oracle CX Sales – Lead to Opportunity Conversion.

Question: 5

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?

- 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.

Reference: Oracle CX Sales – Channel Management Processes.



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