



Oracle Sales Cloud: Implementation5

CODICE

D83501GC10

DURATA

5 Giorni

PREZZO

2.500,00€ (iva escl.)

LINGUA

Italiano

MODALITÀ

Virtual Classroom
Corso in aula

SCHEDULAZIONE

- A Richiesta

PREREQUISITI

Recommended Related Training Courses:

Oracle Sales Cloud Extensibility

This Oracle Sales Cloud Extensibility training teaches you to alter, customize and extend the as-delivered Oracle Sales Cloud applications to meet business requirements. Learn through a combination of lectures & hands-on exercises.

This course is relevant for any customers using Fusion Applications through Release 11.1.7

Il corso è rivolto a:

- Consulente implementazioni
- Responsabili aziendali per l'analisi e la specifica dei dati

OBIETTIVI

- Navigate the application and manipulate data
- Manage users and resources
- Perform basic file-based import and export
- Configure common components
- Configure territory management
- Configure assignments
- Configure lead management



- Configure opportunity management
- Configure forecasting

CONTENUTI

The Oracle Sales Cloud: Implementation training covers mandatory tasks that need to be performed once the system has been installed and provisioned for your use. It also explores some common administration and configuration tasks.

This course is relevant for any customers using Fusion Applications through Release 11.1.7

This course is appropriate for Oracle Cloud deployments.

Learn To:

- Navigate the application and manipulate data.
- Manage users and resources.
- Perform basic file-based import and export.
- Set up opportunity management.
- Set up customers.
- Set up territory management.
- Configure assignments.

Benefits to You

By investing in this course, you'll develop the skills to ensure a smooth, rapid implementation of Oracle Sales. You'll walk away with a deeper understanding of the foundation and configuration options of Oracle Sales so you can make better decisions during your implementation. Expert Oracle University instructors will show you how to optimize the set up of territories and assure proper assignments for your organization. This will ensure sales agents can pursue the right leads and opportunities.

Deep Dive into Foundational Topics

This course covers foundational topics to help you develop a base level understanding of Oracle Sales. Expert instructors will help you explore how to set up various areas of the product.

Please note: this class is not focused on end-user tasks, features or functions. This course was formerly known as Fusion Applications: CRM Implementation.

Contents:

Fundamentals

- Oracle Sales Cloud application overview
- Desktop User Interface and the Simplified User Interface
- Functional Setup Manager (FSM) overview



- Profile options and lookups
- Master Geography
- Security, resources, visibility, and data access
- File-Based import and export

Customer Center

- Parties: customers, sales accounts, contacts, consumers, and prospects
- Common Components: appointments, interactions, notes, tasks, and task templates

Territory Management

- Territory dimensions
- Territory jobs and synchronization
- Territory proposals
- Modeling territory hierarchies

Assignment Manager

- Territory-based assignment (TBA)
- Rule-based assignment (RBA)
- Configuring assignments

Lead Management

- Scoring, ranking, qualifying, assigning, and converting
- Qualification and assessments

Opportunity Management

- Opportunity sales methods and stages
- Sales coach
- Opportunity revenue items, sales credits, and close behavior

Forecasting

- Criteria, periods, and history
- Adjustments and overrides

Additional Topics



- Assessments and assessment templates
- Sales Catalog
- Implementing Oracle Sales Cloud

Appendixes

- Reporting and analytics
- Personalization
- Oracle Application Composer
- Oracle Sales Cloud Mobile

Prezzi e corsi potrebbero subire variazioni; si consiglia di verificare sul sito www.novanext.it/training.