

R12 Oracle Sales Fundamentals (D48123)

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Zielgruppe

- Business Analysts
- Sales Consultants
- Technical Consultant
- Functional Implementer
- Proposals
- Quoting with Sales Contracts and Incentive Compensation
- Sales Offline and Sales for Handhelds
- OA Framework Personalization in Oracle Sales
- Opportunity Reports
- Appendix: Product Catalog

Kursziele

- Create Employees and Users, Import Resources, and assign roles and responsibilities to users
- Understand implementation steps required to set up sales products
- Describe integration points between Oracle Sales and Oracle Marketing applications
- Understand Global Address formatting
- Understand Oracle Sales related personalization features available in OA Framework
- Create proposals for leads, opportunities or quotes
- Understand iStore's shopping cart and ordering functionality and other key features
- Understand features of Oracle's sales applications
- Create leads and convert them into opportunities
- Create opportunities and convert them into quotes
- Describe Campaign Flows, schedules and target groups
- Under geographic territories and named territories, set up in Territory Manager
- Explain the Basic Sales Flow
- Set up common components, such as Notes, Tasks and Calendars
- Describe the Lead to Order Process
- Create Customers and Contacts using Oracle trading Community Architecture model

Kursinhalt

- Overview of Lead to Order Process
- Overview of Sales Products
- Sales Security
- Oracle Telesales
- Leads Management
- Opportunity Management
- Forecasting
- Sales Supplements in Oracle Sales
- Territories

Weltweite Trainingscenter



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