

# Oracle Sales Planning and Performance Management Ed 1

Oracle CX Sales and B2B Service

DURATION

**5 Days**

MODULES

**4 Lectures**

COURSE CODE

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## Course Overview

This course will expand on the Sales Performance Management (SPM) capabilities in CX Sales and show you how to enable connected planning between Sales Operations & Finance.

## What You Will Learn

### Course Introduction

This course will expand on the Sales Performance Management (SPM) capabilities in CX Sales and show you how to enable connected planning between Sales Operations & Finance.

### Key Topics Covered

- Oracle Sales Planning and Performance Management
- Oracle CX Sales and B2B Service concepts and practices

### Course Structure

This 5-day course includes comprehensive coverage of:

- Day 1: Introduction to Sales Planning and Performance Management
- Day 2: Core Concepts and Architecture
- Day 3: Configuration and Setup
- Day 4: Advanced Features and Best Practices
- Day 5: Hands-on Labs and Practical Exercises

### What You'll Learn

- Understand the fundamentals of Sales Planning and Performance Management
- Apply industry best practices and standards
- Gain hands-on experience through practical exercises
- Prepare for Oracle certification exams (where applicable)