

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)