Oracle Sales Cloud Implementation

Sales Users

Accounts and Contacts

Leads, Opportunities, and Assessments

- Assign, qualify, and convert leads
- Sales methods and sales stages
- Assessment templates, questions, responses, and scores

Territories and Territory Assignment

- Classification categories
- Dimensions, geography zones, and coverage
- Assignment objects, attributes, and mappings

Rule-based Assignment

- Rule-based assignment, rule, rule set, and rule category

Forecasting

- Forecast period, submission window, win probability, and override