

Test: Oracle Cloud Infrastructure 2023 Sales Specialist Assessment

Review your answers, feedback, and question scores below.

Oracle Cloud Infrastructure 2023 Sales Specialist Assessment

(Answer all questions in this section)

1. What web site do you go to when looking for the latest sales resources or customer presentation for any sales play?

Sales Accelerator ☐

Oracle University ☐

docs.oracle.com ☒

oracle.com ☐

✖Incorrect. Please review "OCI: Go to Market" to find the correct answer.

(0/1) Points

2. Which statements about Oracle Cloud Infrastructure's portfolio of services are true? Select two.

Oracle's networking benefits from off-box virtualization, offering non-blocking network connectivity across every host with industry-leading quality of service. ☒

AWS' storage platform is an ideal complement to our compute and networking services at a compelling price. ☐

RAC, Exadata, and Autonomous database are exceptional technologies available exclusively from AWS that fully support Oracle's database. ☐

Oracle Cloud Infrastructure's compute platform is optimized for performance, flexibility, and cost - and our customers have the same low cloud pricing across all regions and services, enabling predictable spend. ☒

✔Correct!

(1/1) Points

3. Which two statements are true about Oracle pricing?

Oracle pricing starts low, but necessary add-ons change the pricing structure. ☐

Oracle provides consistent pricing for all regions. ☒

Oracle pricing is based on a simple unit price for each service without hidden cost. ☒

Oracle is more expensive than many clouds, but provides better value. ☐

✔Correct!

(1/1) Points

4. Which statements are true about the Cloud marketplace today and Oracle's strategy to address it? Select two answers.

Oracle Cloud is the first public cloud built from the ground up to be a better cloud for every business-critical application. ☒

First generation public clouds were not architected to meet enterprise requirements. ☒

Oracle is focusing its energies solely on the cloud native development markets. ☐

While Oracle Cloud Infrastructure is not as fast as AWS' platform, we are much less expensive. ☐

✔Correct!

(1/1) Points

5. Which statement is a key differentiator between Oracle IaaS and Amazon's offerings?
- Oracle offers end-to-end enterprise SLAs that guarantee not only service availability but also service performance and manageability of the services. ☒
- Oracle is committed to OpenSQL. ☐
- Oracle is always the lowest price. ☐
- Unlimited trials on every facet of the Oracle Cloud portfolio. ☐

✔Correct!

(1/1) Points

Summary