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QUESTION NO: 1

Which of the following most accurately describes a payee?

- A. A unique job role in an organization.
- B. An entity who is a user in SAP Commissions.
- C. An employee or external entity who receives incentive compensation.
- D. The assignment of a participant to a position for a period of time.

ANSWER: C

QUESTION NO: 2

Which of the following are characteristics of Calendars? Note: There are 2 correct answers to this question.

- A. You can have two rules with the same name, as long as they are on different Calendars.
- B. You can change the dates of a period after a Pipeline has been run without causing a disconnect in the results.
- C. Leaf periods on a Calendar CANNOT contain gaps or overlap.
- D. You CANNOT delete a period once a Pipeline has been run for that period.

ANSWER: C D

QUESTION NO: 3

What can you use a deposit rule for? Note: There are 2 correct answers to this question.

- A. Combine multiple incentives into a single deposit.
- B. Aggregate credit amounts over time.
- C. Put a hold on all or part of a deposit until a future period.
- D. Classify transaction data by product group.

ANSWER: A C

QUESTION NO: 4

What is the purpose of a classification rule?

- A. To match fields on classifier records with assigned Variables
- B. To organize products into categories
- C. To define the details of the category hierarchy
- D. To match fields on classifier records with fields on transactions

ANSWER: D

QUESTION NO: 5

Which of the following can you accomplish within the Customizations workspace? Note: There are 2 correct answers to this question.

- A. Manage and create attributes.
- B. Create Business Units.
- C. Manage and create Variables.
- D. Create additional Classifier Types.

ANSWER: A D

QUESTION NO: 6

A sales representative's compensation plan stipulates that for every transaction, 2% of that transaction goes to their direct manager. In addition, the regional manager receives 1% of all

transactions from all sales representatives and managers within their given region. Which rule type should you use for this rolling relationship?

- A. Secondary measurement rule
- B. Direct credit rule
- C. Indirect credit rule
- D. Primary measurement rule

ANSWER: C

QUESTION NO: 7

Which of the following are characteristics of Credit Types? Note: There are 2 correct answers to this question.

- A. They are a required field on the credit output.

- B. They are used in credits to define Territories.
- C. They are used to identify credits by product or sale type.
- D. They are an optional field within the system.

ANSWER: A C

QUESTION NO: 8

Which of the following tasks can be completed in the Customizations workspace?

- A. Rename a Position Group.
- B. Add a locale.
- C. Create additional classifier types.
- D. Make an attribute required.

ANSWER: C

QUESTION NO: 9

What must you do before you can run a Pay pipeline independently?

- A. Successfully complete the Classify, Allocate, and Reward stages.
- B. Only the Reward stage needs to be completed.
- C. Only the Allocate stage needs to be completed.
- D. Successfully complete a Compensate and Pay pipeline.

ANSWER: A

QUESTION NO: 10

Which of the following are calculated during the Pipeline Pay stage? Note: There are 2 correct answers to this question.

- A. Trial balances
- B. Trial payments
- C. Final payments
- D. Final balances

ANSWER: A B