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QUESTION 1

In a rollup hierarchy, three salespeople report to a manager and the manager reports to a director. The manager is also entitled to receive direct credit from one of the direct credit rules.

How should the rollup (Indirect) credit be allocated to the manager and the director in this scenario?

A. The manager receives only direct credit (no rollup credit) and the director receives rollup credit only for the manager\\'s direct credit.

B. The manager receives only direct credit (no rollup credit) and the director receives rollup credit for all salespeople under the manager, as well as for the manager\\'s direct credits.

C. The manager receives rollup credit for all direct reports and the director receives rollup credit for all salespeople under the manager, as well as for the manager\\'s direct credits.

D. The manager receives rollup credit for direct reports and the director receives rollup credit only for the manager\\'s direct credits.

E. There will be no rollup credits for the manager and the director because a manager cannot be configured to receive both rollup and direct credits.

Correct Answer: C

QUESTION 2

A compensation analyst wants to pay commissions calculated for period 4 that were initially missed. The current date falls into period 8, and the last paid payment batch was in period 7.

Identify two options available for the compensation analyst to pay for period 4 commissions.

A. Create and pay a payment batch for period 8.

B. Create and pay another payment batch for period 7.

C. Create and pay another payment batch for period 5.

D. Create and pay another payment batch for period 4.

E. Create and pay another payment batch for period 6.

Correct Answer: AD

QUESTION 3

The incentive compensation application set the payment batch status to \\'Paid\\' for a particular period and the payments have to be adjusted for a Which is the correct way to do this?

A. Payment batches can be edited and reprocessed.

B. No adjustment can be done for that period.

C. Pay sheets can be adjusted accordingly.

D. Reprocess earnings and payments; delta earnings and adjustments are included in the new payment batch.

Correct Answer: C

QUESTION 4

In which section of the Home screen do users receive notifications generated by the Approvals functionality?

A. Worklist: Notifications and Approvals

B. BPM Worklist

C. Activity Stream

D. Approval Manager

Correct Answer: A

QUESTION 5

You have a plan component, PCI, whoso output is dependent on plan component, PC2. Which two statements are true about achieving the stated objective?

A. PCI must have Calculation sequence less than that of PC2.

B. PCI must have Calculation sequence greater than that of PC2.

C. PCI must have Calculation Phase as \\'Phase 1\\' and PC2 must have calculation phase as \\'Phase2\\'.

D. PCI must have Calculation Phase as ,Phase2\\' and PC2 must have calculation phase as \\'Phase 1\\'.

Correct Answer: D

QUESTION 6

You are required to create a compensation plan where commission is paid 6% of transaction amount for credit category \\'Laptop\\'. Also reporting requirement dictates you to capture each older number along with earned amount at the order level. You are also expected to reuse already created expressions to maximize re usability.

Which expression will you not be able to use in the plan component - Incentive formula?

A. Measure result.PM1.Output

B. Measure result.PM1.PTD Output Achieved

C. SUM (Credit.Credit Amount)

D. Credit.Credit Amount

Correct Answer: D

QUESTION 7

A client wants to reward the Sales Operation team members with one reward point for every dollar of revenue for the last quarter of a fiscal year identify the three steps that the incentive compensation application administrator must take to set up this requirement before associating the reward with a plan component. In this case, the fiscal year corresponds to the calendar year.

A. Set the conversion factor = 0.1, and define Start Date - 01-Oct and End Date = 31-Dec for the fiscal year.

B. Select the earning type to \\'Monetary Earnings\\', define a conversion factor = 1, and define Start Date = 01-Oct and End Date - 31 Dec for the fiscal year.

C. Set the conversion factor to 1, and define Start Date = 01 Oct and End Date = 31-Dec for the fiscal year.

D. Add a new row to the Conversion Factor section for the earning type \\'Point Rewards\\' E. Go to the Manage Earning Types task and define a new earning type, such as \\'Point Rewards\\'.

Correct Answer: E

QUESTION 8

A business unit has set up a calendar based on fiscal months, but period data is not displaying on reports Select the configuration you must verify to identify the root cause.

A. Report to work area mapping is defined for each period.

B. Status is set to \\'Active\\' for all of the required months.

C. \\'Display period data in participant reports\\' is selected.

D. Start and end dates for the fiscal months are valid.

Correct Answer: D

QUESTION 9

Which method enables an Incentive Compensation application administrate, to bypass payment approval?

A. Set Grade Fusion Incentive Compensation: Enforce Payment Approval to \\'No\\' in the Manage Profile Options task.

B. Set up an empty payment administration hierarchy.

C. C. Set Paysheet Approval Status to \\'Approved- in the Manage Parameters task.

D. Payment approval cannot be bypassed.

Correct Answer: C

QUESTION 10

You want to create compensation plans for a new business unit and found that the plans are similar to the existing compensation plans. How can you achieve this?

A. You can use db tools to copy the compensation plans from one business unit to another.

B. You can only manually create them in the new business unit, as you cannot Import plans exported from another business unit.

C. You can export the compensation plans from current business unit. Log in to the new business unit and import them into the new business unit, but you must create plan components and performance measures manually.

D. You can export the compensation plans from current business unit. Log In to the new business unit and import them into the new business unit, which imports the complete compensation plans with the associated plan components.

Correct Answer: C

QUESTION 11

You are planning to move your configurations from the staging environment to the production environment.

Which task must you not include?

A. Export and Import reports by using the archive/unarchive function.

B. Move Calendar, Business Units, List of Values, and Profile Options by using FSM.

C. Clone custom objects in Application Composer

D. Export Compensation Plans to XML

Correct Answer: C

QUESTION 12

Dining the Rollup process, the Incentive Compensation application determines all participants who must receive indirect credit for the transaction. Identify the two options this is based on.

A. all the participants associated with that customer

B. all the participants in the compensation group

C. all the participants in the organization

D. Rollup date

E. Rollup hierarchy effective for that date

Correct Answer: DE

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