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Oracle Incentive Compensation Cloud 2018 Implementation Essentials

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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

Which three participant related data can be used in calculation expressions without using user defined functions?

- A. Standard Participant Fields such as currency code or cost center
- B. Resource Descriptive Flexfields
- C. Participant Details Descriptive Flexfields
- D. Participant Header Descriptive Flexfields
- E. Employee Descriptive Flexfields

Correct Answer: CDE

QUESTION 3

You want to enable Plan Component ID, Period ID, and Participant ID for use as parameters in a User-Defined Function. Which table should these be drawn from?

- A. CN_SRP_PIAN_COMPONENTS_ALL
- B. CN_SRP_SUBLEDGER_ALL



- C. CN_TP_TRANSACTIONS_ALL
- D. CN_SRP_PER_FORM_METRICS_ALL
- E. CN_SRP_PARTICIPANTS_ALL

Correct Answer: C

https://docs.oracle.com/cloud/farel10/salescs_gs/FACMI/FACMI1417756.htm#FACMI1400328

QUESTION 4

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 5

In transaction Processing, you are required to use the transaction credit category In your credit rules. In which order must you process transactions to fulfill this requirement?

- A. Collection -> Classification -> Roll Up -> Crediting -> Calculation > Payment
- B. Collection -> Classification -> Crediting -> Calculation -> Roll Up -> Payment
- C. Collection -> Classification -> Crediting > Roll Up -> Calculation -> Payment
- D. Collection -> Crediting -> Roll Up -> Classification -> Calculation -> Payment
- E. Collection -> Crediting > Classification -> Roll Up -> Calculation -> Payment

Correct Answer: A

https://docs.oracle.com/cloud/farel9/salescs_gs/FACMI/F1467975AN23409.htm#FACMI1467975



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