Question 1

Your customer requires that inactive participants be purged from the system after one year. Where can you manage this setting?

Options:

A- In Sales Performance Home, modify the Data Protection policy under Global Settings.

B- In SAP Commissions, modify the purge settings under System Preferences.

C- In SAP Commissions, modify the Data Protection policy under System Preferences.

D- In Sales Performance Home, modify the Data Privacy policy under General Settings.

Answer:

A

Question 2

Which of the following are advantages to using compensation elements in rules? Note: There are 3 correct answers to this question.

Options:

A- They allow the encapsulation of data in distinct objects.

B- They can be reused in multiple rules.

C- They allow you to create and save advanced queries.

D- They can be used as placeholders to make compensation rules more flexible.

E- They are effective dated, which simplifies change management.

Answer:

A, B, E

Question 3

Question Type: **MultipleChoice**

One of your employees is moving from their position as a sales representative to an account executive on March 1. Their prior position will be filled by a new hire at a later date. How can you manage this change?

A- Leave the employee assigned as the Participant for the Sales Representative position. Create a new effective version of the Account Executive position. Add the employee's name to the Participant field on the Account Executive position.Change the credit start date on the Account Executive Position to March 1.

B- Create a new effective version of the Sales Representative position with a start date of March 1.Remove the employee's name from the Participant field of the Sales Representative position. Create a new effective version of the Account Executive position with a start date of March l.Add the employee to the participant field in the new version.
C, Create a new effective version of the sales representative position with a start date of
March 1. Remove the employee's name from the Participant field in the new version. Change the Participant field on the Account Executive position to the employee's name.

D- Remove the employee's name from the Participant field on the Sales Representative
position.Change the credit end date on the Sales Representative position to February 28. Add the employee's name to the Participant field on the Account Executive position.

Answer:
B

Question 4

Question Type: **MultipleChoice**

What is the purpose of user role security? Note: There are 2 correct answers to this question.

Options:

A- To manage the security of the sales organization

B- To manage the organizational reporting hierarchy

C- To manage security within the system interface

D- To manage permissions in workspaces

Answer:

C, D

Question 5

Question Type: **MultipleChoice**

Which of the following are characteristics of Processing Units? Note: There are 3 correct answers to this question.

A- You can delete Processing Units after a Pipeline has been run.

B- You can use Processing Units to process subsets of data.

C- You can create as many Processing Units as needed.

D- Calculation runs are completed separately for each Processing Unit.

E- You can assign only one Business Unit to each Processing Unit.

Answer:

B, C, D

Question 6

Question Type: **MultipleChoice**

What does a basic deposit rule determine? Note: There are 2 correct answers to this question.

Options:

A- The amount of incentive earnings to deposit

B- The aggregation of credits from transactions

C- The period to make the deposit

D- The account to deposit into

Answer:

A, C

Question 7

Question Type: MultipleChoice

Which of the following are features of relationships? Note: There are 3 correct answers to this question.

Options:

A- In the Relationships workspace, you can create additional roll types and relationships.

B- Companies use roll relationships to roll deposits from one position to another.

C- In the Relationships workspace, you CANNOT delete roll types.

D- As you designate a manager on a position record in the Positions workspace, SAP Commissions creates a reporting relationship by default.

E- A roll relationship is an association of two positions used by SAP Commissions to process rolled values.

Answer:

B, D, E