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## Question 1

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**Question Type:** MultipleChoice

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What is a best practice regarding rolling results data?

### Options:

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- A- Roll at the direct credit level.
- B- Use a Variable any time you create a roll relationship.
- C- Create multiple plans with a variety of formulas to roll results data.
- D- Roll at the measurement or incentive level.

### Answer:

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A

## Question 2

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**Question Type:** MultipleChoice

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You are configuring SAP Commissions to allow single sign-on. Which of the following authentication settings should you use?

**Options:**

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- A- Enable the Require Authentication for Proxy Log-in setting.
- B- Enable the Usernames are Case-Sensitive on Login Page setting.
- C- Enable the Allow Users to Change Password setting.
- D- Disable the Allow Users to Change Password setting.

**Answer:**

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A

## Question 3

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**Question Type: MultipleChoice**

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

**Options:**

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- A- The amount of incentive earnings to deposit
- B- The period to make the deposit
- C- The account to deposit into
- D- The aggregation of credits from transactions

**Answer:**

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A, B

## Question 4

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**Question Type: MultipleChoice**

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

**Options:**

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- A- Business Units control access to Organization Data.

- B-** You can assign multiple Business Units to a Processing Unit.
- C-** Calculation runs are completed separately for each Business Unit.
- D-** You can share reference data across Business Units.

**Answer:**

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A, B

## Question 5

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**Question Type:** MultipleChoice

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Which objects can be versioned? Note: There are 3 correct answers to this question.

**Options:**

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- A-** Participants
- B-** Titles
- C-** Position groups
- D-** Positions

**E-** Role types

**Answer:**

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A, C, D

## Question 6

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**Question Type:** MultipleChoice

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In SAP Commissions, what is a Position Assignment?

**Options:**

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- A-** The assignment of a manager to a position
- B-** The assignment of a title to a position
- C-** The assignment of a plan to a position
- D-** The assignment of a participant to a position

**Answer:**

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D

## Question 7

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**Question Type:** MultipleChoice

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What should you avoid when working with titles? Note: There are 2 correct answers to this question.

### Options:

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- A- Delete a title when it is no longer in use.
- B- Assign the same name to both titles and positions.
- C- Assign a compensation plan to a title.
- D- Keep the same name of a title over time.

### Answer:

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B

## Question 8

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**Question Type: MultipleChoice**

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Which of the following objects can be used to define a Territory? Note: There are 2 correct answers to this question.

**Options:**

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**A-** Classifiers

**B-** Categories

**C-** Advanced queries

**D-** Credit Types

**Answer:**

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A, B



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