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**SAP Certified Associate - SAP SuccessFactors Incentive Management and Embedded Analytics Sample Questions (Q73-Q78):**

**NEW QUESTION # 73**

Each sales representative receives a 5% commission on total sales up to \$10000. Total Sales over \$10000 and up to \$15000 are paid at 10%. Total sales over \$15000 receive a 15% commission.

How would you configure this in a compensation plan?

- A. Create a direct credit rule with a rate table using a stepped rate.
- B. Create a basic incentive rule with a rate table using a straight rate.
- **C. Create a basic incentive rule with a rate table using a stepped rate.**
- D. Create a direct credit rule with a rate table using a straight rate.

**Answer: C**

**NEW QUESTION # 74**

During which stage of the Compensate and Pay sequence are secondary measurements calculated?

- A. Pay
- B. Classify
- C. Allocate
- **D. Reward**

**Answer: D**

**NEW QUESTION # 75**

Which of the following is a characteristic of Rate Tables?

- A. They can calculate step commissions only.
- B. They depend on selections in the credit rule to make calculations.
- **C. They can calculate per-credit or aggregate commissions.**
- D. They always use attainment as the input.

**Answer: C**

**NEW QUESTION # 76**

What are some characteristics of a position? Note: There are 2 correct answers to this question.

- A. A position CANNOT have multiple participants at a given time.
- B. A position CANNOT be assigned directly to a plan.
- **C. A position CANNOT be reused.**
- **D. A participant can have multiple positions at a given time.**

**Answer: C,D**

**NEW QUESTION # 77**

What should you avoid when working with titles? Note: There are 1 correct answers to this question.

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

**Answer: D**

**NEW QUESTION # 78**

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