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SAP Certified Associate - SAP SuccessFactors Incentive Management and Embedded Analytics Sample Questions (Q23-Q28):

NEW QUESTION # 23

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

- A. They are used in credits to define Territories.
- B. They are a required field on the credit output.
- C. They are an optional field within the system.
- D. They are used to identify credits by product or sale type.

Answer: B,D

NEW QUESTION # 24

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

- A. A participant can have multiple positions at a given time.
- B. A position CANNOT have multiple participants at a given time.
- C. A position name does NOT have to be unique.
- D. A position CANNOT be reused.

Answer: A,B

NEW QUESTION # 25

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 straight 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 stepped rate.

Answer: C

NEW QUESTION # 26

A sales representative earns a monthly commission of \$5000. A portion of that is rolled to the sales representative's manager, but does NOT roll to the sales representative's regional manager. What is this an example of?

- A. Rolling deposit results
- B. Rolling measurement and incentives
- C. Rolling category hierarchy results
- D. Rolling credits results

Answer: D

NEW QUESTION # 27

Under which of the following circumstances would you create a Rate Table instead of a Lookup Table?

- A. If you are using step commission
- B. If you are using a Variable
- C. If the resulting unit type must be a percent
- D. If you need to derive a rate from a formula

Answer: A

NEW QUESTION # 28

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