

SAP.C-C4H430-94.v2022-01-19.q29

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NEW QUESTION: 1

Which of the following are characteristics of an Event Type? Note: There are 3 correct Answers to this question.

- A. It is period-based and must be associated with a Calendar.
- B. It must exist in the system before loading transactions with that Event Type.
- C. It is a required output for Deposit Rules.
- D. It is used to define types of sales activity.
- E. It is a required field on a transaction.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

When you update User Preferences, for what can you set up and manage specific default preferences?

Choose the correct answer.

- A. The admin role only
- B. All roles defined in the system
- C. Your user account only
- D. All user accounts using the system

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 3

Which of the following Pipeline runs creates a new dataset that can be viewed in Dashboards? Choose the correct answer.

- A. Approve Calculated Data

- B. Reset Data
- C. Purge approved data
- D. Validate and Transfer

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 4

What happens when you create a Participant record with a blank User Name field? Note: There are 2 correct Answers to this question.

- A. The system will automatically populate the User Name with the Position Name.
- B. The system will automatically populate the User Name with the Participant ID.
- C. The User Name CANNOT be modified after you have saved the Participant record.
- D. The Participant record CANNOT be saved.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 5

How are Rate Tables different from Lookup Tables? Note: There are 2 correct Answers to this question.

- A. Rate Tables CANNOT handle step commissions. Lookup Tables can handle step commissions.
- B. Rate Tables have a single dimension. Lookup Tables can have more than one dimension.
- C. Rate Tables can be used in any rule. Lookup Tables can be used only in Incentive Rules.
- D. Rate Tables can be effective dated. Lookup Tables CANNOT be effective dated, but each cell in the matrix can be effective dated.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 6

What is a best practice regarding rolling results data? Choose the correct answer.

- A. Create multiple plans with a variety of Formulas to roll results data.
- B. Use a Variable whenever creating a rolling relationship.
- C. Roll at the measurement or incentive level.
- D. Roll at the credit level.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 7

Which of the following are characteristics of Variables? Note: There are 2 correct Answers to this question.

- A. Once a Variable has been created, the Variable's type can be changed.
- B. Variable assignments made at the Position level supersede assignments made at the Plan level.

- C. A Variable can only be associated with the same type of compensation element.
- D. Variable settings such as Effective Dates, Business Units, and Unit Types must NOT be the same as their associated compensation element.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

What is the purpose of a Primary Measurement rule? Choose the correct answer.

- A. To allocate classified transaction data
- B. To determine the deposit amount
- C. To calculate monthly attainment
- D. To aggregate a position assignment's credits

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

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 ([LEAVE A REPLY](#))

NEW QUESTION: 10

For which objects can you create a Variable? Note: There are 3 correct Answers to this question.

- A. Formula
- B. Lookup Table
- C. Rate Table
- D. Classifier
- E. Territory

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 11

Each Sales Rep receives 5% on each individual sale up to \$10,000. Individual sales over \$10,000 and up to \$15,000 are paid at 10%. Any individual sales over \$15,000 receive 15% commission. Which rule should you use to create this payment structure? Choose the correct answer.

- A. Secondary Measurement Rule
- B. Bonus Incentive Rule
- C. Indirect Credit Rule
- D. Per Credit Incentive Rule

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 12

Suppose a company requires their new Sales Representatives to reach 60 days of employment before receiving any bonus payment. What is the best type of deposit hold you should use in this particular situation? Choose the correct answer.

- A. Hold with conditions
- B. Period type
- C. Indefinite hold
- D. Release immediately

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

Which of the following are fields on a Participant record? Note: There are 2 correct Answers to this question.

- A. Position Name
- B. Title
- C. Participant ID
- D. First and Last Name

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

Which of the following is a best practice regarding adjusting credit values? Choose the correct answer.

- A. Perform adjustments only at the transaction level.
- B. Use a Fixed Value Variable to adjust credit values.
- C. None
- D. Manually adjust credit values.
- E. Never change an Earning Group in the Deposit Rule.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 15

Which of the following are period-based and must be associated with a calendar? Note: There are 2 correct Answers to this question.

- A. Event Types
- B. Results Data
- C. User Roles
- D. Payments and Balances

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 16

What are some of the benefits of using Fixed Values? Note: There are 3 correct Answers to this question.

- A. They allow you to view values for an entire position reporting hierarchy across multiple period types.
- B. They are reusable.
- C. They allow you to preset values for different periods.
- D. They allow you to manage Territories for Positions.
- E. They make it easier to manage changes.

Answer: B,C,E (LEAVE A REPLY)

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NEW QUESTION: 17

If you need to make a change to an existing compensation plan what should you do as a best practice?

Choose the correct answer.

- A. Wait until the new fiscal year to make the changes.
- B. First version the plan and then make changes to it.
- C. Delete the plan and start again.
- D. Change the existing plan.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 18

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

- A. Lookup Tables
- B. Formulas
- C. Quotas
- D. Fixed Values
- E. Rules

Answer: B,D,E (LEAVE A REPLY)

NEW QUESTION: 19

What should you consider when working with multiple currencies? Note: There are 2 correct Answers to this question.

- A. Whether the commissions are stepped or straight
- B. The currency for the pay file
- C. The currency for transactions and quota data
- D. That the system handles conversion rates automatically

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 20

Which of the following are characteristics of Calendars? Note: There are 2 correct Answers to this question.

- A. Leaf periods on a Calendar CANNOT contain gaps or overlap.
- B. You can change the dates of a period after a Pipeline has been run without causing a disconnect in the results.
- C. You can have two rules with the same names, as long as they are on different Calendars.
- D. You CANNOT delete a period once a Pipeline has been run for that period.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

What are some best practices when working with Quotas? Note: There are 2 correct Answers to this question.

- A. Use Quotas only when the Quota values are the same across all Positions.
- B. Create a Variable for each Quota you want to use.
- C. Do NOT leave a Quota blank for a Position on a Plan.
- D. Re-calculate subordinate Quotas at the manager level if you change the values of the subordinates.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 22

Which of the following Compensation Elements can you use in compensation rules? Note: There are 3 correct Answers to this question.

- A. Business Units
- B. Processing Units
- C. Rate Tables
- D. Lookup Tables
- E. Fixed Values

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 23

In SAP Commissions, what is a Fixed Value? Choose the correct answer.

- A. An object used to calculate complex mathematical equations.
- B. A Classifier used to allocate transactions to Positions, based on assignment.

- C. A placeholder for a compensation element used in a rule.
- D. An object used to store static, period-specific numbers associated with a Unit Type.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 24

What can you use a Deposit Rule for? Note: There are 2 correct Answers to this question.

- A. Put a hold on all or part of a deposit until a future period.
- B. Combine multiple incentives into a single deposit.
- C. Classify transaction data by product group.
- D. Aggregate credit amounts over time.

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 25

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

- A. A Position CANNOT be reused.
- B. A Position name does NOT have to be unique.
- C. A Participant can have multiple Positions at a given time.
- D. A Position CANNOT have multiple Participants at a given time.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 26

If a Processing Unit is enabled, which of the following applies? Note: There are 2 correct Answers to this question.

- A. You can Finalize a group of Positions in a single Pipeline run.
- B. You can Post an entire period for multiple Processing Units in a single Pipeline run
- C. You must run compensate and pay before classify.
- D. You CANNOT Finalize an entire period for multiple Processing Units in a single Pipeline run.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 27

What compensation plan rule uses the output of the Measurement Rule and objects such as Fixed Values, or Lookup Tables to generate a commission output? Choose the correct answer.

- A. Basic Incentive Rule
- B. Primary Measurement Rule
- C. Credit Rule
- D. Deposit Rule

Answer: A (LEAVE A REPLY)

NEW QUESTION: 28

What is the purpose of the User Role security? Note: There are 2 correct Answers to this question.

- A. To manage organizational reporting hierarchy
- B. To manage permissions in workspaces
- C. To manage the security of the sales organization
- D. To manage security within the system interface

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 29

What is the default order of Pipeline stages? Choose the correct answer.

- A. Classify, Allocate, Reward, Pay, and Validate
- B. Classify, Validate, Allocate, Reward, and Pay
- C. Classify, Allocate, Reward, and Pay
- D. Validate, Classify, Allocate, Reward, and Pay

Answer: C (LEAVE A REPLY)

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