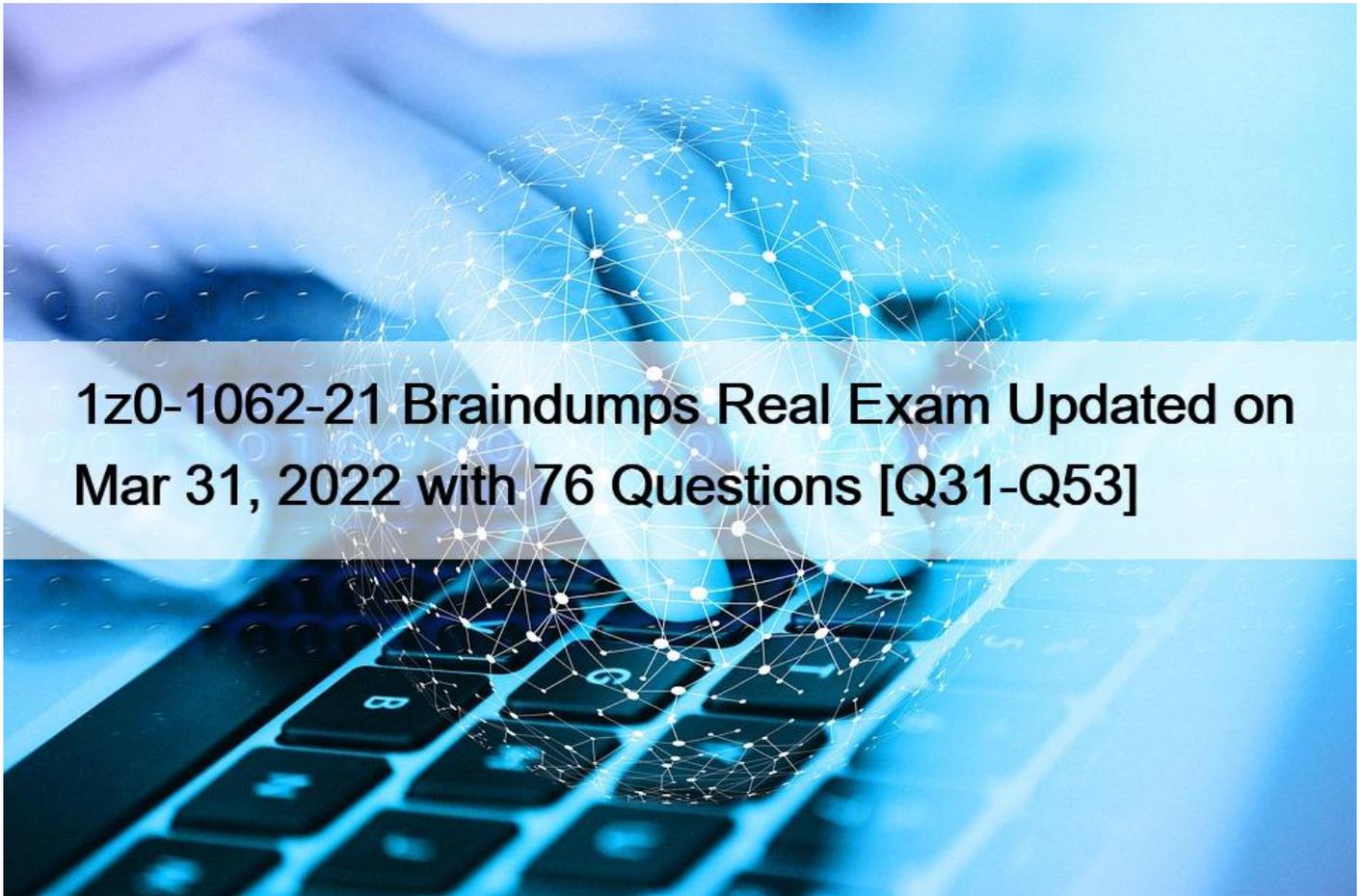


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NEW QUESTION 31

Which Oracle Sales Cloud and Incentive Compensation applications security construct controls what functions and data a user has access to?

- * Security Profile
- * Role
- * Responsibility
- * Job

NEW QUESTION 32

You are required to create a compensation plan where commission is paid 6% of transaction amount for credit category 'Laptop'. Also reporting requirement dictates you to capture each order number along with earned amount at the order level. You are also expected to reuse already created expressions to maximize re usability.

Which expression will you not be able to use in the plan component? Incentive formula?

- * Measure result.PM1.Output
- * Measureresult.PM1.PTDOutputAchieved
- * SUM (Credit.Credit Amount)
- * Credit.Credit Amount

NEW QUESTION 33

The Run Crediting and Rollup process request completes successfully but no credits are created. Which three configurations must be verified?

- * Participants assigned to a direct credit rule do not have the Manager role.
- * The same participants are not assigned to multiple credit rules in the hierarchy.
- * The transaction event date falls between the credit rule start and end dates.
- * The Deploy Credit Rule process was run after the credit rules were created.
- * EnableDirect Crediting is set to Yes on the Manage Parameters page.
- * The Deploy Compensation Plans process was run after the credit rules were created.

NEW QUESTION 34

Which statement is true regarding role inheritance?

- * Job and abstract roles are inherited by duty roles.
- * Abstract roles are inherited by Job roles
- * Roles are not inherited; they are assigned at their lowest level.
- * Duty roles are inherited by job roles.

Explanation

http://docs.oracle.com/cd/E15586_01/fusionapps.1111/e16689/F323387AN1B348.htm

NEW QUESTION 35

Which format must the date column value have in File Based Data Import?

- * YYYY/MM/DD
- * DD/MM/YYYY
- * MM/DD/YYYY
- * Date format is configurable

Explanation

https://docs.oracle.com/cloud/fare111/salescs_gs/OAFDI/OAFDI1504155.htm#OAFDI309164

NEW QUESTION 36

Performance Measures can be added to expressions in the expression builder. Which structures are supported?

- * Input of performance measure Interval-to-date can be used in the formula expression of a plan component.
- * Output of performance measure on one plan component can be used as Input to rate table on another performance measure on a different plan component.
- * The output of five performance measures can be combined in the formula expression of a plan component.
- * The goal of one performance measure can be used in the formula expression of a different performance measure.
- * A and D
- * A, B, and C

NEW QUESTION 37

Which three statements are true regarding Classification?

- * Classification splits the credits among the participant credit receivers.
- * Classification rules are used to classify transactions into meaningful credit categories.
- * Rule criteria involve one or more transaction attributes.
- * Qualifiers are ANDed and qualifier attribute values are ORed.
- * Classification process must be run before the Crediting process.

NEW QUESTION 38

Which two statements are true when you create an expression?

- * You can use the metrics of both plan components and performance measures in your expression.
- * You can use the metrics of a performance measure but not of a plan component in your expression.
- * You can use the metrics of a plan component but not of a performance measure in your expression.
- * An expression like `Credit.Credit_Amount*SUM(Credit.Quantity)` will be invalid because the application does not allow you to mix aggregate functions with nonaggregated transactional attributes in the same expression.
- * An expression like `Credit.Credit Amount* SUM(Credit.Quantity)` will be valid because the application allows you to mix aggregate functions with nonaggregated transactional attributes in the same expression.

NEW QUESTION 39

Which option will never have access to the full Business Unit?

- * the Sales Manager and the Participant
- * the Compensation Analyst
- * the Compensation Manager
- * the Compensation Analyst and the Participant
- * the Participant

NEW QUESTION 40

A payment plan is to be configured to pay a minimum (draw) flat amount of 8,000 per period, which is nonrecoverable. Payment adjustments must be applied only to commission type earnings, and bonus earnings should not be adjusted by the payment plan.

How should you configure the payment plan?

- * Associate the `“Commission”` payment group category to `‘Commission’` type plan components. In the Payment Plan, select `‘Commission’` from the Payment Group Category dropdown, enter 8,000 in the Flat Minimum Amount to Pay Participant field, enter 8,000 in the Maximum Payment field, select `“Yes”` for the Carry Forward Maximum drop down, and select `‘No’` for the Minimum Recovery option.
- * Associate the `‘Commission’` Incentive Type (payment group category) to `‘Commission’` type plan components. In the Payment plan, select `‘Commission’` from the Payment Group Category drop down, enter 8,000 in the Flat Minimum Amount to Pay Participant field, and select `‘No’` for the Minimum Recovery option.
- * Associate the `‘Commission’` Incentive Type (payment group category) to `‘Commission’` type plan components. In the Payment Plan, select `‘Commission’` from the Payment Group Category drop down, enter 8,000 in the Flat Minimum Amount to Pay Participant field, and select the `‘Yes’` for the Minimum Recovery option and `‘Immediate’` for the Recovery Start option.
- * Associate the `‘Commission’` payment group category to `“Commission”` type plan components. In the Payment Plan, select `‘Commission’` from the Payment Group Category drop down, enter 8,000 In the Flat Minimum Amount to Pay Participant field, enter 8,000 in the Maximum Payment field, select `‘Yes’` for the Carry

forward Maximum drop down, select 'Yes' for the Minimum Recovery option, and 'Immediate' for the Recovery Start option.

NEW QUESTION 41

You have been asked to create a report by using internal and external data sources. Identify Oracle's recommended approach for building a custom report.

- * BI Analytics
- * BI Answers
- * BI Publisher
- * OTBI Reports

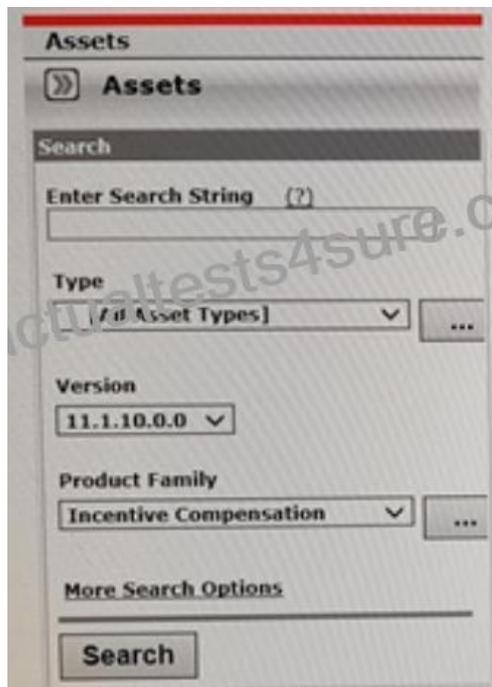
NEW QUESTION 42

Which two statements are true regarding the Complete Calculation process?

- * limited to only a particular sales hierarchy
- * can be time-consuming on very large volume transactions
- * recalculates all transactions for a given period
- * meant for minor changes that affect few participants

NEW QUESTION 43

Which asset type must you select for searching web service in Oracle Enterprise Repository?



- * Composite Service
- * Composite
- * ADF Service
- * ADF service Data Object

NEW QUESTION 44

A client wants to associate both monthly and quarterly calendars with an incentive compensation business unit. Which method do you use to set up multiple calendars for incentive compensation business units?

- * Go to the Manage Calendars in the Define Incentive Compensation Shared Configuration task list and associate the business unit with a desired period type.
- * Go to the Manage Parameters task in the Define Incentive Compensation Business Unit Configuration task list and select a calendar; only one calendar can be selected.
- * Go to the Manage Calendars task in the Define Incentive Compensation Shared Configuration task list and associate the same business unit with both calendars.
- * Go to the Manage Parameters task in the Define Incentive Compensation Business Unit Configuration task list and select both calendars.

NEW QUESTION 45

Your client is tuning four performance measures with the same output expression $\text{SUM}(\text{Credit.Credit Amount})$; and no scorecard. The following transactions were processed through the performance measure.

Transactions		
Trx Number	Event Date (DD/MM/YYYY)	Credit Amount
Trx1	1/1/2005	1,000.00
Trx2	1/1/2005	1,100.00
Trx3	1/1/2005	1,300.00
Trx4	1/1/2005	1,200.00
Trx5	1/2/2005	1,000.00
Trx6	1/2/2005	1,000.00
Trx7	1/2/2005	1,000.00
Trx8	1/3/2005	1,000.00
Trx9	1/4/2005	1,000.00

On examining closely, you found that though performance measure has the same output expression, the output (refer below) for the performance measure is not equal.

Output				
	PM1 Output	PM2 Output	PM3 Output	PM4 Output
Jan-2005	4,600.00	4,600.00	4,600.00	4,600.00
Feb-2005	3,000.00	7,600.00	7,600.00	7,600.00
Mar-2005	1,000.00	8,600.00	8,600.00	8,600.00
Apr-2005	1,000.00	1,000.00	9,600.00	9,600.00

Which performance measure attribute is responsible for this variation?

- * Distribute By
- * Unit of Measure
- * Performance Interval
- * Process Transactions

NEW QUESTION 46

Your configurations and repents are moved to the Production environment. You want to copy them to your Test environment. Which two actions must you take?

- * Enter a Service Request with My Oracle Support.
- * Align your patch level between Production and Test environments.
- * Import the Compensation Plans.
- * Upgrade Production to the next release.
- * Set up the P2T tasks in Functional Setup Manager.

NEW QUESTION 47

A compensation analyst wants to pay commissions calculated for period 4 that were initially missed. The current date falls into period 8, and the last paid payment batch was in period 7.

Identify two options available for the compensation analyst to pay for period 4 commissions.

- * Create and pay a payment batch for period 8.
- * Create and pay another payment batch for period 7.
- * Create and pay another payment batch for period 5.
- * Create and pay another payment batch for period 4.
- * Create and pay another payment batch for period 6.

NEW QUESTION 48

A report with relevance to Contacts has to be built to show the entire business life cycle associated to the Contact. The developer decides to design the report by combining reports using SQL. He has taken care of having multiple logical statements based on common ID/Keys, yet he finds some issues due to Joins in reports.

Identify the technique that could resolve the Join issue.

- * This technique allows you to Join multiple logical SQL statements by using Inner Join, Outer Join and Doss Join.
- * This technique allows you to Join multiple logical SQL statements by using Inner Join and Outer Join.
- * This technique does not allow you to Join multiple logical SQL statements by using Inner Join and Outer Join.
- * This technique allows you to Join multiple logical SQL statements by using Equi Joins.
- * This technique allows you to Join multiple logical SQL statements by using Equi Join and Cross Join.

NEW QUESTION 49

The estimated Compensation module _____

- * uses Opportunities in Sales Cloud to calculate what earnings would be if they became orders
- * allows sales persons to test what-if scenarios on deals they are working on, taking into account their current achievement levels
- * updates tables so that sales managers can view reports in OTBI on pipeline and forecasted compensation
- * works in runtime mode and can be invoked via a web service from third-party applications
- * both B and C
- * both B and D

NEW QUESTION 50

The incentive compensation application set the paymentbatchstatus to 'Paid'; for a particular period and the payments have to be adjusted for a Which is the correct way to do this?

- * Payment batches can be edited and reprocessed.
- * No adjustment can be done for that period.
- * Pay sheets can be adjusted accordingly.
- * Reprocess earnings and payments; delta earnings and adjustments are included in the new payment batch.

NEW QUESTION 51

A classification rules hierarchy is set up as:

Rank	Rule Name	Parent Rule Name	Qualifying Criteria	Credit Category
1	Item Type Storage		Item Type = 'STORAGE'	STORAGE
1	Item Hard Drive	Item Type Storage	Item = HARD DRIVE	HARD DRIVE

The performance measure 'Storage attainment' is associated with category STORAGE, while the performance measure Hard Drive attainment is associated with the credit category HARD DRIVE.

If the transaction is:

Transaction Number	Item Type	Item
11001	STORAGE	HARD DRIVE

What will the application do when the Classification and Calculation processes are run?

- * associate the credit category HARD DRIVE with the transaction during the Classification process and later, during the Calculation process, include the transaction when calculating both performance measures ('Storage attainment' and 'Hard Drive attainment')
- * associate both credit categories (STORAGE and HARD DRIVE) with the transaction during the Classification process and later, during the Calculation process, include the transaction when calculating only the performance measure 'Hard Drive attainment'
- * associate the credit category HARD DRIVE with the transaction during the Classification process and later, during the Calculation process, include the transaction when calculating only the performance measure 'Hard Drive attainment'
- * associate the credit category STORAGE with the transaction during the Classification process and later, during the Calculation process. Include the transaction when calculating only the performance measure

'Storage attainment'

- * associate both credit categories (STORAGE and HARD DRIVE) with the transaction during the Classification process and later,

during the Calculation process, include the transaction when calculating only the performance measure ‘Storage attainment’

NEW QUESTION 52

Of what type of role is Incentive Compensation Analyst an example?

- * Job
- * Abstract
- * Duty
- * Work Area

Job roles and abstract roles inherit duty roles. For example, the Incentive Compensation Analyst job role inherits the Incentive Compensation Participant Assignments Duty, Incentive Compensation Credits and Earnings Duty, Incentive Compensation Participant Snapshot Management Duty, and the Incentive Compensation Payments Duty. The Compensation Participant Assignments Duty makes it possible for the analyst to assign plans, roles, pay groups, and payment plans to the participant. The Incentive Compensation Payments Duty enables payment batch assembly and paysheet management.

NEW QUESTION 53

Which three are reports you can customize few Mobile Commissions?

- * Payments: Payment transactions and related details of the sales participant
- * Credits: Credits and related details of the sales participant
- * Analytics: Details of the recent analysis of the sales participant
- * Disputes: Details of the recent disputes raised by the sales participant
- * Reimbursements: Reimbursements and related details of the sale*, ii.ntic ip.int

Explanation

http://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r11/wn/r11_sales_wn.htm

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