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Exam : **C_THR70_2505**

Title : SAP Certified Associate - SAP
SuccessFactors Incentive
Management and Embedded
Analytics

Vendor : SAP

Version : DEMO

NO.1 Each sales transaction contains the name of the position to be compensated for a sale. Which type of rule would you create to allocate the transaction?

- A. A direct credit rule using pre-assigned transactions.
- B. An indirect credit rule that references a Territory.
- C. An indirect credit rule using pre-assigned transactions.
- D. A direct credit rule that references a Territory.

Answer: C

NO.2 Under which of the following circumstances would you create a Rate Table instead of a Lookup Table?

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

Answer: B

NO.3 Which of the following are advantages to using compensation elements in rules? Note: There are 3 correct answers to this question.

- A. They allow the encapsulation of data in distinct objects.
- B. They can be reused in multiple rules.
- C. They allow you to create and save advanced queries.
- D. They can be used as placeholders to make compensation rules more flexible.
- E. They are effective dated, which simplifies change management.

Answer: A,B,E

NO.4 Which of the following are characteristics of Credit Types? Note: There are 2 correct answers to this question.

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

Answer: A,B

NO.5 Your organization runs Compensate and Pay daily. You would like to update the data in your payee dashboards every Sunday night. What would be the best way to do this?

- A. Enable Use Approved Calculated Data Only. Schedule Compensate and Pay to run daily. Schedule Purge Approved Data to run Sunday night.
- B. Enable Released Periods. Schedule Compensate and Pay to run daily. Schedule Approve Calculated Data to run Sunday night.
- C. Enable Released Periods. Schedule Compensate and Pay to run weekly. Schedule Purge Approved Data to run Sunday night.
- D. Enable Use Approved Calculated Data Only. Schedule Compensate and Pay to run daily. Schedule Approve Calculated Data to run Sunday night.

Answer: B

NO.6 Which of the following are characteristics of Calendars? Note: There are 2 correct answers to this question.

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

Answer: A,B

NO.7 What can you use a deposit rule for? Note: There are 2 correct answers to this question.

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

Answer: A,B

NO.8 In SAP Commissions, what is a Position Assignment?

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

Answer: D