



Exam Dumps 360

Exam Code: C_THR70_2411

Exam Name | SAP Certified Associate - SAP SuccessFactors Incentive Management

Total No. of Questions: 80

Passing Percentage: 75%

Exam Duration: 180 Minutes.

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Question 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 preassigned transactions
- B. A primary measurement rule using preassigned transactions
- C. A direct credit rule that references a territory
- D. A primary measurement rule that references a territory

Answer A

Question 2

When creating an incentive rule that calculates a commission that accelerates when a payee reaches 100% attainment, which of the following objects should you use to reference the commission rate?

- A. A fixed value variable
- B. A rate table variable
- C. A fixed value
- D. A lookup table

Answer B

Question 3

Which of the following describes the difference between a basic deposit rule and a detail deposit rule?

- A. Basic deposit rules get their values from credits, while detail deposit rules get their values from an incentive.
- B. Basic deposit rules get their values from an incentive, while detail deposit rules get their values from credits.
- C. Basic deposit rules are populated from commission incentives, while detail deposit rules get their values from per-credit incentives.
- D. Basic deposit rules are populated from per-credit incentives, while detail deposit rules get their values from commission incentives.

Answer B





Question 4

A sales representative receives monthly credits of \$1000, \$3000, and \$500, for an aggregate of \$4500. The results are rolled individually to the sales representative's manager, but do NOT roll to the sales representative's regional director.

What is this an example of?

- A. Rolling measurements
- B. Rolling incentives
- C. Rolling deposit results
- D. Rolling credits

Answer D

Question 5

A sales representative's compensation plan stipulates that for every transaction, the direct manager receives a 2% commission. In addition, the regional manager receives a 1% commission on all transactions from all sales representatives and managers within their given region.

Which rule type should you use for this relationship?

- A. Secondary measurement rule
- B. Indirect credit rule
- C. Commission incentive rule
- D. Direct credit rule

Answer B

