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Q31. On which levels can you assign a Variable to a compensation element?

- * Plan, title, default, and Business Unit
- * Plan, title, position, and default
- * Plan, title, position, and Position Group
- * Plan, title, position, and Business Unit

Q32. Before running the Post-Calculation stage, which of the following is recommended?

- * Review the Classify stage results to ensure accuracy.
- * Run Compensate and Pay in full mode.
- * Review the verbose log files.
- * Run the Finalize stage to prevent compensation from being paid.

Q33. Each sales representative receives 5% on each individual sale up to \$10000. Individual sales over

\$10000 and up to \$15000 are paid at 10%. Any individual sales over \$15000 receive 15% commission. Which type of rule should you use to create this compensation structure?

- * Secondary measurement rule
- * Per credit incentive rule
- * Indirect credit rule
- * Bonus incentive rule

Q34. What are some of the benefits of using Fixed Values? Note: There are 3 correct answers to this question.

- * They can be effective dated.
- * They allow you to manage Territories for Positions.
- * They allow you to preset values for different periods.
- * They can be referenced in Formulas and Rate Tables.
- * They allow you to configure step commission calculations.

Q35. You have created a credit rule with the output name CO_TSR_SCHW. You would like your sales representatives to see these credits in a dashboard with the name My Sales Credits. How can you do this in the credit rule?

- * In the Output section of the credit rule, enter My Sales Credits in the Display Name for Reports field.
- * In the Output section of the credit rule, enter My Sales Credits in the Output Name field.
- * In the Credits section of the credit rule, enter My Sales Credits in the Output Name field.
- * In the Credits section of the credit rule, enter My Sales Credits in the Display Name for Reports field.

Q36. What are some characteristics of a secondary measurement rule? Note: There are 2 correct answers to this question.

- * It uses a Territory to aggregate credit values.
- * It generates values that can be referenced in a dashboard.
- * It CANNOT be used to produce a calculated result such as attainment.
- * It is used to perform additional calculations on a primary measurement.

Q37. What are some characteristics of a position? Note: There are 2 correct answers to this question.

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

Q38. What must you do before you can run a Pay pipeline independently?

- * Successfully complete the Classify, Allocate, and Reward stages.
- * Only the Reward stage needs to be completed.
- * Only the Allocate stage needs to be completed.
- * Successfully complete a Compensate and Pay pipeline.

Q39. What does the system do when Payment Threshold is enabled?

- * The system will NOT track negative payments as balances once the period is finalized.
- * The system will NOT generate payments for held deposits until they are released.
- * The system will NOT generate payments less than or equal to the payment threshold.
- * The system will NOT generate payments greater than or equal to the payment threshold.

Q40. What is a best practice regarding rolling results data?

- * Roll at the direct credit level.
- * Use a Variable any time you create a roll relationship.
- * Create multiple plans with a variety of formulas to roll results data.
- * Roll at the measurement or incentive level.

Q41. Which of the following are characteristics of Business Units? Note: There are 2 correct answers to this question.

- * Business Units control access to Organization Data.
- * You can assign multiple Business Units to a Processing Unit.
- * Calculation runs are completed separately for each Business Unit.
- * You can share reference data across Business Units.

Q42. Which of the following are calculated during the Pipeline Pay stage? Note: There are 2 correct answers to this question.

- * Trial balances
- * Trial payments
- * Final payments
- * Final balances

Q43. Which of the following are characteristics of Processing Units? Note: There are 3 correct answers to this question.

- * You can create as many Processing Units as needed.
- * You can assign only one Business Unit to each Processing Unit.
- * You can use Processing Units to process subsets of data.
- * Calculation runs are completed separately for each Processing Unit.
- * You can delete Processing Units after a Pipeline has been run.

Q44. After running Compensate and Pay, you discover a credit contains the wrong value. You determine the issue is caused by an incorrect value in the transaction. What is the best way to resolve this issue?

- * Modify the credit rule and re-run Compensate and Pay.
- * Manually adjust the value of the credit and re-run Compensate and Pay.
- * Modify the Territory used in the credit rule and re-run Compensate and Pay.
- * Manually adjust the value of the transaction and re-run Compensate and Pay.

Q45. Which rule types are executed during the Reward stage? Note: There are 3 correct answers to this question.

- * Incentive
- * Credit
- * Primary measurement
- * Secondary measurement
- * Deposit

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