



1Z0-1015^{Q&As}

Oracle Incentive Compensation Cloud 2018 Implementation Essentials

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QUESTION 1

Your client wants to encourage continuous growth from quarter, to quarter to ensure its representatives are pushing themselves and growing the business. As such, your client has created a quarterly SPIF (Sales Promotion Incentive Fund) to reward growth. The client wants to take the current quarter's attainment, and compare it to prior quarters. If growth is positive, the client will give them an additional \$2000. If not, then

nothing.

Which expression should you use to meet the requirement?

- A. Previous Interval Attainment
- B. Rolling Average Attainment
- C. Date Difference
- D. YTD (Year-to date) Target Incentive

Correct Answer: C

QUESTION 2

An administrator is defining periods in the Incentive Compensation application quarterly calendar. She is defining the same start date for two periods with a different end date.

Which Statement represents the error for this scenario?

- A. Please select the period type for each newly-added period row.
- B. The start date cannot be later than the end date for a period.
- C. The date range should not overlap with any other period.
- D. The period is overlapping with system defined quarterly period.

Correct Answer: B

QUESTION 3

A regional sales manager is promoted to a higher position and becomes eligible to receive rollup credit from multiple business units. How should you create a rollup hierarchy rule to receive rollup from multiple business units?

- A. No additional configurations are required because the application accommodates cross-region rollups.
- B. Import the manager's employee record as a participant in each business unit and copy the rollup hierarchy rules to each business unit.
- C. Cross-region rollups are not supported. Managers and salespeople must be participants in the same business unit.
- D. Import all participants under the manager in all business units and copy the rollup hierarchy rules to each business unit.



unit.

Correct Answer: D

QUESTION 4

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.

- A. BI Analytics
- B. BI Answers
- C. BI Publisher
- D. OTBI Reports

Correct Answer: C

QUESTION 5

An Incentive Compensation administrator wants to import the participant information from Oracle Human Resources Cloud for the employees having Job as 'Operation Support'. Which task can the Incentive Compensation administrator perform?

- A. The administrator can assign quotas to participants based on integration with Oracle Human Resources Cloud Compensation Workbench.
- B. The administrator can use the Human Resources Cloud Job field to filter which participants to include in the Import.
- C. The administrator can assign roles to participants based on the Oracle Human Resources Cloud Job to Role mapping.
- D. The administrator can assign compensation plans to participants based on the Oracle Human Resources Cloud Job to Plan mapping.

Correct Answer: D

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