

## Oracle Sales Cloud: Incentive Compensation

**Duration:** 3 Days

### What you will learn

This Oracle Incentive Compensation training is a three-day, hands-on course that teaches you how to create the components needed for a compensation plan and assign the plan to participants. Oracle Incentive Compensation accelerates the design, deployment, and modification of compensation plans to help you deliver on deadlines and leverage compensation as a competitive weapon.

This course is appropriate for Oracle Cloud deployments.

Learn To:

Create a compensation plan.

Assign the plan to participants.

Verify transactions are being processed according to the plan.

Monitor the plan.

### Benefits to You

By taking this course, you will walk away with a fundamental understanding of how to create compensation plans using Oracle Incentive Compensation to align sales behavior to corporate goals. You will get a chance to practice creating a compensation plan and all the required components that are used. You will learn the difference between event and interval plans and how to create different compensation components to support your needs.

### Audience

Business Analysts

Cloud Administrator

Functional Implementer

Implementation Consultant

Technical Administrator

### Course Objectives

Identify the key concepts of Incentive Compensation that determine a successful implementation

Implement an Incentive Compensation plan

Verify the plan by entering data and performing common Incentive Compensation processes

Identify how to monitor the plan

## Course Topics

### Compensation Plans

- Performance measures
- Incentive formula
- Rate tables
- Objectives-based performance

### Participants

- Roles
- Assignments
- Automated role assignment

### Sales Crediting

- Crediting rules
- Credit allocation
- Rollup rules

### Classification

- Classification rules
- Credit categories

### Processing transactions

- Transaction types
- Processing a transaction
- Creating transactions
- Importing transactions
- Transaction assistant

### Reports and analytics

- As-delivered reports
- Mobile analytics

### Payment processing

- Pay sheets
- Payment plan

### Individualize compensation documents