Oracle Sales Cloud: Incentive Compensation

Duration: 5 Days

What you will learn

This course provides you with the knowledge and skills required to effectively implement, configure and use Oracle Sales Cloud: Incentive Compensation. Through lectures, discussions, demonstrations and hands-on activities, you'll deep dive into a variety of topics with expert Oracle instructors.

Learn To:

Configure incentive compensation plans and classification, credit and rollup rules.
Assign incentive and draw plans.
Manage processes and workloads.
Approve and distribute payments.
Monitor performance and review incentive results.
Set up Oracle Fusion Incentive Compensation and manage incentive compensation business processes.

Benefits to You:Ensure a smooth, rapid implementation of Oracle Sales Cloud: Incentive Compensation. Better understand configuration options so that you can make improved decisions during your implementation. Efficiently use and manage Oracle Sales Cloud: Incentive Compensation to assure effective administration of your sales incentive programs.

Functional Tasks

Incentive compensation functional tasks include: creating and managing compensation and payment plans as well as classification, crediting, and rollup rules; importing, maintaining and assigning participants; and generating credit, earnings and payment transactions, as well as distributing payments.

Setup Tasks

Setup tasks include: configuring common components like enterprise structures, security, persons, parties, geographies, approvals, Oracle Sales Cloud Help, application toolkit and common reference objects. It also includes setup tasks for incentive compensation shared configurations and business units. You'll examine incentive compensation functional tasks and transaction processing, as well as setup tasks.

This course was formerly known as Fusion Applications: Incentive Compensation

Live Virtual Class Format

A Live Virtual Class (LVC) is exclusively for registered students; unregistered individuals may not view an LVC at any time. Registered students must view the class from the country listed in the registration form. Unauthorized recording,

Audience
Configuration Consultant
Configuration Implementer
End Users
Functional Implementer
Implementation Consultant
System Administrator
Technical Administrator
Technical Consultant

Related Training

Suggested Prerequisites
Fusion Applications: Functional Setup Manager for Implemente

Fusion Applications: Security Fundamentals

Fusion Applications: Security Fundamentals Ed 1

Course Objectives
Use Oracle Fusion Incentive Compensation (IC) to perform functional (or transactional) tasks

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

Use Oracle Fusion Functional Setup Manager (FSM) to implement Incentive Compensation

Test your setup by entering data and performing common Incentive Compensation processes

Course Topics

Incentive Compensation Course Overview
Lesson and Course Objectives
Course Schedule
Outline of Course Hands-On Activities
Oracle Fusion Resources

Introducing Oracle Fusion Applications and Incentive Compensation
Introduce Oracle Fusion Applications User Interface
Introduce Oracle Fusion Customer Relationship Management, Human Capital Management, and Incentive Compensation
Introduce the Manage Incentive Compensation Main Business Activities
Introduce Incentive Compensation Transaction Processing

Model and Configure Incentive Plans
Compensation Plans and Building Blocks Overview
Rate Tables and Dimensions
Expressions

Performance Measures
Classification Rules and Credit Category Hierarchies

Assign Participants
Introducing Participants, Plans, and Pay Groups
Assigning Participants, Payment Plans, and Pay Groups

Credit Participants
What is Sales Crediting?
How Much Is Appropriate?
Crediting Defined
Oracle Fusion Incentive Compensation Crediting

Activity: Credit, Classify, Calculate Earnings, and Determine Payments
Incentive Compensation Processing Lifecycle
Base Transactions
Credited and Classified Transactions
Earnings and Payment Transactions

Transaction Lifecycle
Importing, Collecting, and Managing Transactions
Crediting
Rollup
Classification
Calculation
Payment Entities and Processes Overview
Payment Transactions

Sales Compensation
Monitor Participant and Team Performance
Manage Disputes

Introducing Oracle Fusion Functional Setup Manager
Application Implementation Lifecycle
Functional Setup Enterprise Roles
Planning an Implementation
Configuring Offerings
Generating Setup Task Lists
Assigned Implementation Tasks
Maintaining Setup Data
Accessing Implementation Projects and Tasks

Define Enterprise Structures for Incentive Compensation
Oracle Fusion Applications Business Units and Business Functions
Reference Data Sharing
Reference Data Partitions
Workforce Structures: Jobs and Job Families
Incentive Compensation and HCM Jobs

Define Security and Persons for Incentive Compensation
IC Security Setup and Maintenance
Roles Assigned to Users

Role-Based Access Control
Job and Duty Roles
Manage Incentive Compensation Main Business Activities
The Security Reference Implementation
User Accounts and Role Provisioning
Managing Security Using HCM, OIM, and APM

Define Trading Community Details for Incentive Compensation
Customer Data Model Data and Incentive Compensation Rules
How Oracle Fusion IC Uses Geography Reference Data
Implementation Considerations
Manage Geographies
File-Based Import Process

Define Parties and Resources for Incentive Compensation
Why Parties and Resources?
Importing Customer Data Flow
Partner, Person, and Resource Application Data
Parties and Party Relationships and Data Model
How Data Objects Reference Each Other
Using Text and XML Files for Import

Maintain Common Reference Objects
Application Taxonomy Overview
Define ISO Reference Data
Profile Options, Levels, and Values
Lookups
Flexfields
Value Sets
Set Activity Stream
Manage Menu Customizations

Define Incentive Compensation Shared Configuration
Calendar Period Types and Periods
Multicurrency Support
Converting IC Currencies

Define Incentive Compensation Business Unit Configuration
Setting Calendar, Currency, and Processing Parameters
Configuring Tables and Columns
Enabling Attributes for Calculation
Manage Earning Types
Period Statuses
Participant Import

Define Approval Management for Incentive Compensation
Approval Management Overview
Setting Up Approval Management
Manage Task Configurations
Approval Groups

Define Application Toolkit Configuration

Map Reports to Work Areas

Define Extensions for Incentive Compensation (ESS)
Manage Job Concepts
Updating Custom Processes
Manage List of Values Sources

Course Summary
Key Conceptual Concept Summaries
Transactional Course Activities Summary
Implementation Course Activities Summary