



Oracle Sales Cloud: Incentive Compensation

CODICE

D80250GC20

DURATA

5 Giorni

PREZZO

2.500,00€ (iva escl.)

LINGUA

italiano

MODALITÀVirtual Classroom
Corso in aula**SCHEDULAZIONE**

- A Richiesta

PREREQUISITI

Il corso è rivolto a:

- Consulente implementazioni
- Consulente tecnico
- Amministratori di Sistema
- Utente finale
- Consulente implementazioni
- Consulente tecnico
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OBIETTIVI

This course provides participants with the knowledge and skills they require to implement, configure, and use Oracle Sales Cloud: Incentive Compensation. Participants examine incentive compensation functional tasks and transaction processing as well as setup tasks through lectures, discussions, demonstrations and hands-on activities. 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 include configuring common components such as 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.

Learn To:

- Configure incentive compensation plans and classification, credit, and rollup rules
- Assign incentive and draw plans
- Manage processes and workloads
- Approve and distributing payments
- Monitor performance and review incentive results
- Setup Oracle Fusion Incentive Compensation and manage incentive compensation business processes

Benefits to You:

Ensure a smooth, rapid implementation of Fusion 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.

This course was formerly known as Fusion Applications: Incentive Compensation

- 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

CONTENUTI**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

Prezzi e corsi potrebbero subire variazioni; si consiglia di verificare sul sito www.novanext.it/training.