



SAP Sales Cloud: SAP Commissions Implementation

Code:	C4H430-v094
Length:	4 days
URL:	View Online

- This course is designed to provide a fundamental understanding of implementation functionalities, features, rules and concepts of SAP Commissions. This course is targeted for Implementation consultants.
- In this course, you will learn about the most common implementation tasks you would need to perform within a project. The course includes an interactive workshop. During the workshop you will collaborate with the trainer to analyze and discuss a business case and learn about the best practice in implementing this business case. Participants will get access to SAP Commissions tenants for hands-on exercises during the training class.

Skills Gained

This course will prepare you to:

- Define the appropriate implementation tasks
- Define key Commissions terminology and concepts
- Explain Commissions workspaces
- Define Organization Data
- Demonstrate Plan Rules, Compensation Plans and Compensation Elements
- Manage various Administrative functions
- Demonstrate how to build a plan from start to finish in Commissions
- Identify implementation best practices

Who Can Benefit

- Implementation Consultant
- Application Consultant

Prerequisites

Essential: SAP Commissions Playlist on Enable.CX Recommended:

- Commissions e-Learning on Learning Hub (C4HCOMFOUND)
- SAP Commissions Live Sessions (14 sessions – Course Codes listed below):
- C4HCOMPre_EN_CoI92
- C4HCOMADMle_EN_CoI92
- LS_C4H_REC_COM106_EN_CoI92
- LS_C4H_REC_COM104_EN_CoI92
- LS_C4H_REC_COM102_EN_CoI92
- LS_C4H_REC_COM105B_EN_CoI92
- LS_C4H_REC_COM103B_EN_CoI92
- LS_C4H_REC_COM105A_EN_CoI92
- LS_C4H_REC_COM103A_EN_CoI92
- LS_C4H_REC_COM203_EN_CoI92
- LS_C4H_REC_COM107_EN_CoI92
- LS_C4H_REC_COM202_EN_CoI92
- LS_C4H_REC_COM201B_EN_CoI92
- LS_C4H_REC_COM201A_EN_CoI92

Course Details

Course based on software release

- SAP Commissions 1908

Content

SAP Commissions Overview and Key Terms

- Introduction to SAP Commissions
- Key Terms in SAP Commissions

SAP Commissions Setup

- Sales Performance Homepage
- System Navigation
- Calendars
- System & User Preferences
- Customizations
- Processing Unit & Business Unit
- Global Values

Organizational Data

- Effective Dates & Versioning
- Organizational Data
- Managing Organizational Data Change

Classification and Compensation Elements

- Classification Data
- Compensation Elements
- Variables
- Territories in Relation to Classification Data
- Best Practices

Compensation Plans and Rules

- Credit, Measurement, Incentive & Deposit Rules
- Rolling Credits vs. Rolling Other Results Data
- Duplicate Credits
- Proration Logic
- Creating a Plan and Assigning Plan to Title
- Variable Assignment
- Best Practices

Commissions Pipeline

- Pipeline Calculation Process
- Pipeline Process Stages
- Calculation Processing Modes
- Payments and Balances
- Running a Pipeline

Additional Topics

- Plan Communicator
- Dashboard
- Disputes

Workshop

- Interactive Business Case Workshop

Schedule (as of 3)

Date	Location	
Dec 1, 2020 – Dec 4, 2020	Virtual	Enroll
Feb 2, 2021 – Feb 5, 2021	Virtual	Enroll
May 4, 2021 – May 7, 2021	Virtual	Enroll
Aug 17, 2021 – Aug 20, 2021	Virtual	Enroll
Nov 2, 2021 – Nov 5, 2021	Virtual	Enroll

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