Oracle Sales Cloud: Incentive Compensation

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