



Incentive Compensation Management 1

This course equips you with the skills required to actively participate in your Varicent Incentive Compensation Management implementation. In a highly interactive environment, a Certified Varicent Instructor will guide you through the process of creating a Varicent SPM Model, populating tables with data and calculations, and viewing payee commission statements and tailored reports. The Varicent Incentive Compensation Management 1 class will also provide you with an overview of Workflow, Task Manager, Scheduler, and Web Forms. The course is delivered using a combination of lectures, demonstrations, student exercises, and a case study. Attending Incentive Compensation Management 1 is the fastest way for you to learn and leverage the power of Varicent Incentive Compensation Management.

Duration: Four days

Audience: This course is a prerequisite for all other Varicent Education offerings and is recommended for all project team members.

Prerequisites: You are expected to be proficient in Windows, Internet Explorer, Excel, and have a working knowledge of database design.

Course Learning Objectives: After completing this course, you will be able to:

- Identify the components of the Varicent SPM solution
- Describe at a high level the Varicent Perform Implementation process for Varicent Incentive Compensation Management
- Navigate the Varicent SPM Administrative and Web clients
- Create tables and calculations
- Create a web enabled commission statement and other compensation reports
- Validate calculation results
- Describe how ICM information can be accessed, shared, and tracked amongst sales management and sales teams.



Topics:

- Varicent Sales Performance Management Overview
- Varicent Incentive Compensation Management Overview
- Varicent Perform Methodology Overview
- SPM Model
- Administrative Client
- Web Client
- Data Modeling
- Tables and data
- Import Wizard
- Calculation types
- Calculation Wizard
- Commission Plans
- Payee Ledger
- Payee Groups
- Commission Statements
- Workflow Groups
- Access Tree
- Tailored Reports
- Task Manager
- Scheduler
- Audit Log
- Protecting data
- Web Form