



Commissions Advanced Rule Editor

User Test Script

Table of Contents

[Introduction](#)

[Scenario A1 - part 1](#)

[Scenario A1 - part 2](#)

Introduction

Thank you for participating in this usability test of **Commissions**.

Today you will be role-playing a **Compensation Administrator** in a small company and carrying out a few common tasks with **Commissions**.

The test is intended to simulate how you work in the real world, so the approach will be to have you read the task and then once the task starts and you will work independently for the most part on completing the task.

For each task, please read the task aloud so that we know when you are done reading. Before beginning the moderator can answer any questions about the goals of the task. While working through a task, if at any time you would call a co-worker for help or call a help desk for assistance, the moderator will role-play that interaction. We can always review and clarify the goal of the task itself but we cannot give specific details on how the task might be intended to be completed, and other than clarifying the task, we will avoid engaging in discussion. After completing the task, let the moderator know at what point you believe the task is complete.

This activity is purely voluntary so if at any time you need to take a break or stop the test completely, just let the moderator know. Also we are testing the software, not people, so there's no right or wrong answers and your honest, candid comments and survey ratings are very valuable for improving the product.

With your permission, we'd also like to record the session to better facilitate analyzing the results, forming the report and troubleshooting any issues (e.g. stepping back through the recording to determine the sequence of clicks, etc.) The recording will not be shared with anyone other than relevant immediate members of the product team.

Scenario A1 - part 1 (v2)

In the **Account Executive Plan**, create a new **Incentive Rule**. Use the values provided below, except find a way to get the same rule conditions from the existing **Account Executive Incentive** rule, which can be found in the same **Account Executive Plan** you are adding this new rule to.

Field	Value
Rule Name	AE Rule
Effective dates	1/1/2016 - 12/31/2016
Calculate	Incentives
Rule conditions	
Source Measurement	Measurement.US:month:USD
Source Period	Year
Position Source	Direct
Rate Type	Stepped
Rate Table	AE Simple Rate Table
Rate Base	Attainment
Rate Interval	Year
Rate Target	FVV AE Quota
Output Incentive Name	AE Incentive
Output Unit Type	USD
Output Incentive Amount	Apply Rate to Source
Output Period	Quarter

Scenario A1 - part 2

Test the rule two ways to confirm it calculates as expected. According to the **AE Simple Rate Table**, you are expecting attainment of **90%** to pay out at **1%** and attainment of **110%** to pay out at **3%**. Use the following values to test:

Parameter	Value
Participant / Position	Adam Hoffman / "Account Executive - APAC"
Measurement.US:month:USD:year	\$90,000
FVV AE Quota	\$100,000
Expected calculated result	\$900.00

Parameter	Value
Participant / Position	Adam Hoffman / "Account Executive - APAC"
Measurement.US:month:USD:year	\$110,000
FVV AE Quota	\$100,000
Expected calculated result	\$3,300.00