SCM605: Sales Processing in SAP ERP.

Course Outline

Course announcements

This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions.

Course Duration

5 Days

Delivery Format

Classroom, Virtual Live Classroom, Hybrid

Course Fee

Please contact us for details

Goals

Gain a detailed knowledge of using the functions and customizing settings in sales.

Audience

- Application Consultant
- Business Analyst
- Solution Architect

Content

- Introduction to the Sales and Distribution Process
  - Processing Sales Documents
- Enterprise Structures in Sales and Distribution
  - Setting Up Enterprise Structures
- Sales Order Processing
  - Identifying Sources of Document Data
  - Using Additional Functions During Sales Order Processing
- Sales Document Customizing
  - Controlling Sales Processes
  - Defining Sales Document Types
  - Applying Item Categories
  - Interpreting the Item Category Determination
  - Using Bills of Material in Sales Documents
  - Applying Schedule Line Categories
  - Interpreting the Schedule Line Category Determination
- Data Flow
  - Interpreting the Document Flow of Sales Processes
  - Setting Up the Copying Control
- Special Business Processes
  - Executing Special Business Processes
- Incomplete Documents
  - Handling Incomplete Documents
  - Setting Up an Incompletion Procedure
- Business Partners
  - Using Partner Functions in Sales and Distribution Processes
  - Setting Up Partner Determination Procedures
- Outline Agreements
  - Using Different Types of Outline Agreements
  - Interpreting the Set-Up of Value Contracts
  - Setting Up Specific Contract Data
- Material Determination
  - Setting Up Material Determination
- Material Listing and Exclusion
  - Setting Up Master Data for Material Listing / Exclusion
- Free Goods
  - Setting Up the Determination of Free Goods
- Sales Scenarios
  - Setting Up a Cash Sales Scenario
  - Controlling the Usage of Bills of Material in a Sales Order
  - Setting Up a Material Determination Scenario