

kod szkolenia: SAP/SCM605 / Std

Sales Processing in SAP ERP



Przeznaczenie szkolenia

This course is suitable for Application Consultant, Business Analyst, Solution Architect.



Korzyści wynikające z ukończenia szkolenia

This course will provide you with the knowledge of areas:

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



Opis egzaminu

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Oczekiwane przygotowanie słuchaczy

Essential

- SAP/SCM600 Business Processes in Sales Order Management.

Uwaga! Szkolenia autoryzowane przez SAP dostarczane w formule szkoleń otwartych, realizowane są w siedzibie SAP Polska przy ul. Wołoskiej 5 w Warszawie. Dla wybranych szkoleń możliwy jest udział zdalny.



Język szkolenia

- Szkolenie: polski
- Materiały: angielski



Szkolenie obejmuje

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Czas trwania

5 dni / 38 godzin

Agenda szkolenia

1. Introduction to the Sales and Distribution Process
 - Processing Sales Documents
2. Enterprise Structures in Sales and Distribution
 - Setting Up Enterprise Structures
3. Sales Order Processing
 - Identifying Sources of Document Data
 - Using Additional Functions During Sales Order Processing
4. 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
5. Data Flow
 - Interpreting the Document Flow of Sales Processes
 - Setting Up the Copying Control
6. Special Business Processes
 - Executing Special Business Processes
7. Incomplete Documents
 - Handling Incomplete Documents
 - Setting Up an Incompletion Procedure
8. Business Partners

- Using Partner Functions in Sales and Distribution Processes
- Setting Up Partner Determination Procedures

9. Outline Agreements

- Using Different Types of Outline Agreements
- Interpreting the Set-Up of Value Contracts
- Setting Up Specific Contract Data

10. Material Determination

- Setting Up Material Determination

11. Material Listing and Exclusion

- Setting Up Master Data for Material Listing / Exclusion

12. Free Goods

- Setting Up the Determination of Free Goods

13. 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

Course based on software release: SAP ERP 6.0 Enhancement Package 7.