

SCM600

Business Processes in Sales and Distribution

COURSE OUTLINE

Course Version: 15

Course Duration: 5 days

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Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation



Demonstration



Procedure



Warning or Caution



Hint



Related or Additional Information



Facilitated Discussion



User interface control

Example text

Window title

Example text

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Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Project Manager
- Consultant All Roles
- User All Roles

UNIT 1

Enterprise Structures in Sales and Distribution

Lesson 1: Using Enterprise Structures for Sales and Distribution in SAP ERP

Lesson Objectives

After completing this lesson, you will be able to:

- Explain enterprise structures for sales and distribution processing in SAP ERP

Lesson 2: Demonstrating the Use of SAP ERP Enterprise Structures

Lesson Objectives

After completing this lesson, you will be able to:

- Use an example company to demonstrate the use of SAP ERP enterprise structures for sales and distribution

Lesson 1: Executing Sales and Distribution Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the sales and distribution process flow
- Explain the usage of the document flow within sales and distribution processes

Lesson 2: Processing Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Create a sales order
- Display a sales order

Lesson 3: Processing Outbound Deliveries

Lesson Objectives

After completing this lesson, you will be able to:

- Create an outbound delivery

Lesson 4: Shipping Goods

Lesson Objectives

After completing this lesson, you will be able to:

- Pick goods
- Post goods issue

Lesson 5: Processing Billing Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Create a billing document

- Post an incoming payment

Lesson 1: Maintaining Customer Master Data

Lesson Objectives

After completing this lesson, you will be able to:

- Create customer master data
- Change customer master data

Lesson 2: Maintaining Material Master Data

Lesson Objectives

After completing this lesson, you will be able to:

- Create material master data
- Explain division-specific and cross-division sales

Lesson 3: Maintaining Customer-Material Info Records

Lesson Objectives

After completing this lesson, you will be able to:

- Create a customer-material info record

Lesson 4: Maintaining Condition Master Data for Pricing

Lesson Objectives

After completing this lesson, you will be able to:

- Create condition master data

Lesson 5: Master Data - Explaining Additional Topics

Lesson Objectives

After completing this lesson, you will be able to:

- Display output master data
- Explain the concept of common master data

- Complete incomplete documents

UNIT 4

Automatic Data Determination and Shipment Scheduling

Lesson 1: Analysing the Results of Automatic Data Determination

Lesson Objectives

After completing this lesson, you will be able to:

- Check the results of automatic data determination

Lesson 2: Analysing the Results of Delivery and Transportation Scheduling

Lesson Objectives

After completing this lesson, you will be able to:

- Check the results of delivery and transportation scheduling

Lesson 1: Executing Collective Processing in Sales and Distribution

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the idea of worklists
- Create outbound deliveries via collective processing
- Complete shipping functions via collective processing
- Create billing documents via collective processing

Lesson 1: Performing an Availability Check - Basics

Lesson Objectives

After completing this lesson, you will be able to:

- Check the key factors influencing the availability check
- Identify additional considerations with regard to the availability check

Lesson 2: Performing an Availability Check - Further Topics

Lesson Objectives

After completing this lesson, you will be able to:

- Perform availability checks - example scenarios
- Explain the idea of backorder processing

Lesson 1: Using Sales Document Types

Lesson Objectives

After completing this lesson, you will be able to:

- Create sales orders using different sales document types

Lesson 2: Using Item Categories

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the concept of item categories
- Explain item category determination

Lesson 1: Using Presales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Create presales documents

Lesson 2: Executing Assembly Processing

Lesson Objectives

After completing this lesson, you will be able to:

- Execute the assembly order process
- Explain assembly processing with variant configuration

Lesson 3: Packing Materials

Lesson Objectives

After completing this lesson, you will be able to:

- Pack material

Lesson 4: Selling Service Products

Lesson Objectives

After completing this lesson, you will be able to:

- Sell service products

Lesson 1: Creating Credit Memo Requests

Lesson Objectives

After completing this lesson, you will be able to:

- Create a credit memo request

Lesson 2: Cancelling Billing Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Cancel a billing document

Lesson 3: Creating Invoice Correction Requests

Lesson Objectives

After completing this lesson, you will be able to:

- Create an invoice correction request

Lesson 4: Creating Returns

Lesson Objectives

After completing this lesson, you will be able to:

- Create returns

Lesson 5: Performing Advanced Returns Management

Lesson Objectives

After completing this lesson, you will be able to:

- Perform advanced returns management

Lesson 1: Using Lists and Reports

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the sources of information in Sales and Distribution
- Analyze data using lists and reports

Lesson 2: Performing Analyses in Sales and Distribution

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze data using the Sales Information System (SIS)
- Explain data analysis in the SAP Business Warehouse

Lesson 1: Using the SAP Role 'Internal Sales Representative'

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the structure of the SAP role Internal Sales Representative
- Explain the use of personal object worklists