

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 | <i>Example text</i> |
| Window title | <i>Example text</i> |

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Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Project Manager
- Consultant All Roles
- User All Roles

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

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