

SAP EDUCATION



SALES & DISTRIBUTION:

SAP Sales and Distribution Module helps you to gain the knowledge you need to optimize vital Sales and Distribution. Here you can leverage tools such as inquiries and quotations, Sales Orders and Billing Documents for Establishment of optimum Pre-Sales Agreements, Assess Customer Sales requirements, Determine effective delivery and distribution plans, Streamline Invoicing and Integrate with Materials Management, Financials and Production Planning Process.

Delivery Type: Class – Room Instructor Led

Locations: Calgary, Edmonton, Vancouver, Ottawa, Montreal & Toronto

COURSE CONTENTS

➔ **SAP Sales Order Management Business Processes Overview & Master Data in SD:**

- Sales Order Management Business Processes Overview
- Basic Functions and Master Data in SD Processing
- Organization Structures in SD
- Link between SD and Accounting
- Brief Details about Products and Services
- Pricing and Conditions
- Material Determination
- Material Listing and Exclusion
- Output Determination

➔ **Pricing and Conditions:**

- Overview of Condition Technique
- Pricing in Sales Documents
- Condition Records
- Special Pricing Functions
- Pricing Information and Analysis
- Commodity Pricing

➔ **Credit and Risk Management:**

- Monitoring Credit During Sales and Distribution Processing
- Credit Control Area
- Creating Credit Data
- Processing Credit Data
- Automatic Credit Controls in SD
- Risk Management for receivables in SD
- Settings for Credit and Risk Management – Overview

➔ **Output Determination:**

- Output Types in SD
- Output Processing
- Printing Output
- Sending Electronic Mails Internally

→ **Sales:**

- Working with Sales Documents
- Customer Inquiry/Quotation
- Sales Order & Part Load Lift Orders
- Special Sales Orders
- Scheduling Agreements
- Customer contracts
- Complaints
- Backorder Processing
- Special Business Processes in Sales

→ **Scheduling Agreements for Component Suppliers:**

- Scheduling Agreement with Delivery Schedules
- Intermediate Documents for Scheduling Agreements
- Delivery Schedule
- Shipping Functions
- Billing Functions
- External Agent Functions
- Delivery Order Processing

→ **Customer Service Processing:**

- Customer Service Processing Overview
- Service Contracts
- Service Quotation
- Returns and Repairs Processing

→ **Foreign Trade / Customs:**

- Overview of Benefits of Using SAP Foreign Trade / Customs
- Foreign Trade – Inbound & Outbound Processing in SAP System
- Basic Functions
- Communication / Printing
- Legal Control
- Periodic Declarations
- Preference
- Documentary Payments

→ **Billing:**

- Basic Functions in Billing
- Billing Processing
- Empties Management
- Self-Billing
- Invoice List
- Rebate Agreements
- Integration with Accounting
- Resource – related billing
- Retroactive Billing
- Billing Plan

→ **Payment Card Processing:**

- Payment Cards in Sales and Distribution
- Payment Cards in Master Data
- Payment Cards in Sales Orders
- Payment Cards in Deliveries
- Work Lists in Payment Card Processing

→ **Sales Support – Computer Aided Selling:**

- Basic Data & Functions for Sales Support
- Sales Promotions
- Sales Activities
- Customer Potential Analysis

→ **Shipping:**

- Outbound Delivery Structure Overview
- Creation, Changing, Displaying, Deleting Outbound Deliveries
- Picking
- Packing
- Goods Issue
- Printing and Communication in Shipping
- Planning, Monitoring and Analysis in Shipping

→ **Transportation:**

- Overview of Transportation
- Transportation Planning, Creating Shipments, Reports for Transportation Planning, Shipment Stages
- Shipment Execution
- Monitoring Shipments
- Shipments Cost Processing

→ **Reports and Analyses:**

- Reports in Sales and Distribution
- Selection Criteria for Restricting Lists
- Work Lists
- Information on Individual Sales Documents
- Functional Analyses

CONTACT US

Course schedule information is available on www.sitinfosys.com

Please check with us for the latest information.

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