

ICP610

SAP Trade Management Implementation

COURSE OUTLINE

Course Version: 17

Course Duration:

SAP Copyrights, Trademarks and Disclaimers

© 2021 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://global12.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials may have been machine translated and may contain grammatical errors or inaccuracies.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

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>

Contents

vii Course Overview

1 Unit 1: Architecture

- 1 Lesson: Describing the Architecture of SAP Trade Management
- 1 Lesson: Exploring the Migration Strategy

3 Unit 2: SAP ERP Integration

- 3 Lesson: Explaining the Project System (PS) Integration
- 3 Lesson: Explaining the Integration of Pricing and Rebate and Order-to-Cash (SD)
- 3 Lesson: Explaining Funds Accrual Integration
- 3 Lesson: Explaining FSCM SAP Dispute Management Integration
- 3 Lesson: Explaining Claim Settlement Integration

5 Unit 3: SAP CRM Customizing

- 5 Lesson: Explaining the Planning Product Hierarchy and Innovation Products
- 5 Lesson: Explaining Assortment and Listing
- 5 Lesson: Explaining Planning Layout Enhancements
- 5 Lesson: Integrating Promotion Planning
- 5 Lesson: Customizing the Calendar
- 6 Lesson: Integrating Targets

7 Unit 4: SAP BW Customizing

- 7 Lesson: Explaining SAP BW Content and Data Model
- 7 Lesson: Explaining Volume and Price Planning
- 7 Lesson: Describing Planning Functions
- 7 Lesson: Explaining Scenario Planning
- 7 Lesson: Defining and Maintaining Versions
- 8 Lesson: Explaining Reporting

9 Unit 5: UI Configuration

- 9 Lesson: Defining and Maintaining Variants
- 9 Lesson: Explaining the Standard UI Configuration
- 9 Lesson: Installing SAP Fiori

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Application Consultant
- Development Consultant
- Data Consultant
- Business Process Architect
- Business Process Owner/Team Lead/Power User
- Developer
- Enterprise Architect
- Solution Architect

Lesson 1: Describing the Architecture of SAP Trade Management

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the main components of the SAP Trade Management solution
- Explain the information flow in SAP Trade Management

Lesson 2: Exploring the Migration Strategy

Lesson Objectives

After completing this lesson, you will be able to:

- Differentiate between the different deployment options
- Explain the implementation roadmap

Lesson 1: Explaining the Project System (PS) Integration

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the purpose of Project System integration
- Describe the importance of the WBS element

Lesson 2: Explaining the Integration of Pricing and Rebate and Order-to-Cash (SD)

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the purpose of SD pricing and rebate condition records in the context of SAP Trade Management
- Explain how trade-relevant discounts and rebate conditions are applied in a sales order
- Identify the pricing and rebate integration configurations in the ERP and CRM systems

Lesson 3: Explaining Funds Accrual Integration

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the accruals management process
- Identify the Funds Management accrual integration configurations in the CRM system

Lesson 4: Explaining FSCM SAP Dispute Management Integration

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the purpose of SAP Dispute Management
- Identify the FSCM Dispute Management integration configurations in the ERP and CRM systems

Lesson 5: Explaining Claim Settlement Integration

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the settlement process
- Identify the Claims Settlement integration configurations in the CRM system

Lesson 1: Explaining the Planning Product Hierarchy and Innovation Products

Lesson Objectives

After completing this lesson, you will be able to:

- Define and use innovation products in CBP
- Explain how to maintain and default the planning product hierarchy on behalf of the account managers
- Explain how to define and use Innovation product in CBP

Lesson 2: Explaining Assortment and Listing

Lesson Objectives

After completing this lesson, you will be able to:

- Explain how to get CRM listing or external listing into assortment
- Explain options for enhancing assortment

Lesson 3: Explaining Planning Layout Enhancements

Lesson Objectives

After completing this lesson, you will be able to:

- Explain CBP specific customizing

Lesson 4: Integrating Promotion Planning

Lesson Objectives

After completing this lesson, you will be able to:

- Integrate trade promotion with CBP

Lesson 5: Customizing the Calendar

Lesson Objectives

After completing this lesson, you will be able to:

- Customize the calendar in Customer Business Planning

Lesson 6: Integrating Targets

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the activities for enabling target volume planning

Lesson 1: Explaining SAP BW Content and Data Model

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the main elements of the standard BW content
- Explain how inbound pricing can be integrated and set up

Lesson 2: Explaining Volume and Price Planning

Lesson Objectives

After completing this lesson, you will be able to:

- Explain how a P&L structure can be set up, defined, and used for CBP

Lesson 3: Describing Planning Functions

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the usage of planning functions, their main purposes and when to modify them
- Explain, how to find the relevant planning functions

Lesson 4: Explaining Scenario Planning

Lesson Objectives

After completing this lesson, you will be able to:

- Explain how to define and maintain scenarios
- Explain, how a scenario is represented in a data model

Lesson 5: Defining and Maintaining Versions

Lesson Objectives

After completing this lesson, you will be able to:

- Explain how to define and maintain versions

Lesson 6: Explaining Reporting

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the activities for adding a report in the CBP Overview page or promotion UI
- Explain how to default report parameters

Lesson 1: Defining and Maintaining Variants

Lesson Objectives

After completing this lesson, you will be able to:

- Define and manage central variants

Lesson 2: Explaining the Standard UI Configuration

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the standard UI configuration available for CBP and Promotion Planning

Lesson 3: Installing SAP Fiori

Lesson Objectives

After completing this lesson, you will be able to:

- Explain how to install the SAP Fiori Launchpad and its options