IRT320

Prices, Promotions and Valuation

COURSE OUTLINE

Course Version: 16
Course Duration:

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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*

Contents

Course Overview

TARGET AUDIENCE
This course is intended for the following audiences:

- Data Manager

- Project Manager

- Application Consultant

- Development Consultant

- Data Consultant

- Industry / Business Analyst Consultant

- Developer IT Adminstrator IT Support

- Business Process Owner/Team Lead/Power User

- Developer

- Industry Specialist

- Solution Architect

UNIT 1 | Price Determination

Lesson 1: Purchase Price Determination

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the five elements of the condition technique (condition type, access sequence, calculation schema, schema group and condition table) and configure purchase price determination in the system.

Lesson 2: Special Functions and Conditions

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the function of the supplementary calculation schema.

- Configure and apply pricing date control and condition exclusion in the system.

- Work with pallet and free-goods discounts.

Lesson 3: Sales Price Determination

Lesson Objectives

After completing this lesson, you will be able to:

- Configure Customizing for sales price determination.

- Make the required settings in the master data.

Lesson 1: Basic Functions of Retail Pricing

Lesson Objectives
After completing this lesson, you will be able to:

- Maintain Basic Functions of Retail Pricing

- Explain and maintain the settings necessary for Retail Pricing

- Configure the display of the sales price calculation in the pricing table

- Specify the differences between one- and two-step retail pricing

Lesson 2: Special Forms of Retail Pricing

Lesson Objectives
After completing this lesson, you will be able to:

- Explain the functions of the Price Family, and of Competitor Pricing in SAP Retail.

Lesson 1: Promotion Planning

Lesson Objectives

After completing this lesson, you will be able to:

- Explain and create the promotion type needed for promotion planning.

- Create a promotion and describe the individual views.

Lesson 2: Additional Conditions for the Promotion

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the most important additional conditions in the promotion, such as creating additional purchasing and sales conditions, defining free goods, assigning coupons and bonus buys and so on.

Lesson 3: Promotion Subsequent Processing

Lesson Objectives

After completing this lesson, you will be able to:

- Specify and perform the steps in subsequent processing for promotions. These are listing the promotion articles, carrying out supply source determination, announcing the promotion, generating an allocation table, activating promotion prices, and also additionals can be assigned to a promotion in subsequent processing.

Condition Contract Settlement

Lesson 1: Condition Contract Settlement

Lesson Objectives

After completing this lesson, you will be able to:

- Display Customizing Settings for Condition Contract Settlement, and process a Condition Contract

- Check the business volume update and make the necessary system settings

UNIT 5 Valuation and Inventory Management

Lesson 1: Valuation and Inventory Management

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the valuation of articles and specify the various valuation procedures

- Point out the advantages of a retail price valuation

- Explain the controls for value-based inventory management and revaluation

- Explain the differences between the various kinds of inventory management