

SCM605

Sales Processing in SAP ERP

COURSE OUTLINE

Course Version: 15

Course Duration:

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Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

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|--|---|
| 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:

- Application Consultant
- Data Consultant
- Development Consultant
- Industry / Business Analyst Consultant
- Support Consultant
- Technology Consultant
- Project Stakeholder

Lesson 1: Processing Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Process sales documents

Lesson 1: Setting Up Enterprise Structures

Lesson Objectives

After completing this lesson, you will be able to:

- Set up enterprise structures

Lesson 1: Identifying Sources of Document Data

Lesson Objectives

After completing this lesson, you will be able to:

- Identify the sources of document data

Lesson 2: Using Additional Functions During Sales Order Processing

Lesson Objectives

After completing this lesson, you will be able to:

- Use additional functions during sales order processing

Lesson 1: Controlling Sales Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Control sales processes

Lesson 2: Defining Sales Document Types

Lesson Objectives

After completing this lesson, you will be able to:

- Define a sales document type

Lesson 3: Applying Item Categories

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze item categories

Lesson 4: Interpreting the Automatic Determination of Item Category

Lesson Objectives

After completing this lesson, you will be able to:

- Interpret the item category determination

Lesson 5: Using Bills of Material in Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Use BOMs in sales documents

Lesson 6: Applying Schedule Line Categories

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze schedule line categories

Lesson 7: Interpreting the Automatic Determination of Schedule Line Category

Lesson Objectives

After completing this lesson, you will be able to:

- Interpret the automatic determination of schedule line categories

Lesson 1: Interpreting the Document Flow of Sales Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Interpret the document flow of sales processes

Lesson 2: Setting Up Copying Control

Lesson Objectives

After completing this lesson, you will be able to:

- Set up copying control

Lesson 1: Executing Special Business Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Execute special business processes

Lesson 1: Handling Incomplete Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Handle incomplete documents

Lesson 2: Setting Up an Incompletion Procedure

Lesson Objectives

After completing this lesson, you will be able to:

- Set up an incompletion procedure

Lesson 1: Using Partner Functions in Sales and Distribution Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Use partner functions in sales and distribution processes

Lesson 2: Setting Up Partner Determination Procedures

Lesson Objectives

After completing this lesson, you will be able to:

- Set up a partner determination procedure

Lesson 1: Using Outline Agreements

Lesson Objectives

After completing this lesson, you will be able to:

- Use outline agreements

Lesson 2: Interpreting the Setup of Value Contracts

Lesson Objectives

After completing this lesson, you will be able to:

- Interpret the setup of value contracts

Lesson 3: Setting Up Specific Contract Data

Lesson Objectives

After completing this lesson, you will be able to:

- Set up specific contract data

Lesson 1: Setting Up Material Determination

Lesson Objectives

After completing this lesson, you will be able to:

- Set up material determination

Lesson 1: Setting Up Master Data for Material Listing and Material Exclusion

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain condition records for material listing and material exclusion

Lesson 1: Setting Up the Determination of Free Goods

Lesson Objectives

After completing this lesson, you will be able to:

- Set up the determination of free goods

Lesson 1: Setting Up a Cash Sales Scenario

Lesson Objectives

After completing this lesson, you will be able to:

- Set up a cash sales scenario

Lesson 2: Controlling the Usage of Bills of Material in a Sales Order

Lesson Objectives

After completing this lesson, you will be able to:

- Control the usage of bills of material (BOMs) in a sales order

Lesson 3: Setting Up a Material Determination Scenario

Lesson Objectives

After completing this lesson, you will be able to:

- Set up a material determination scenario