

Sales Processing in SAP ERP

COURSE OUTLINE

Course Version: 15 Course Duration:

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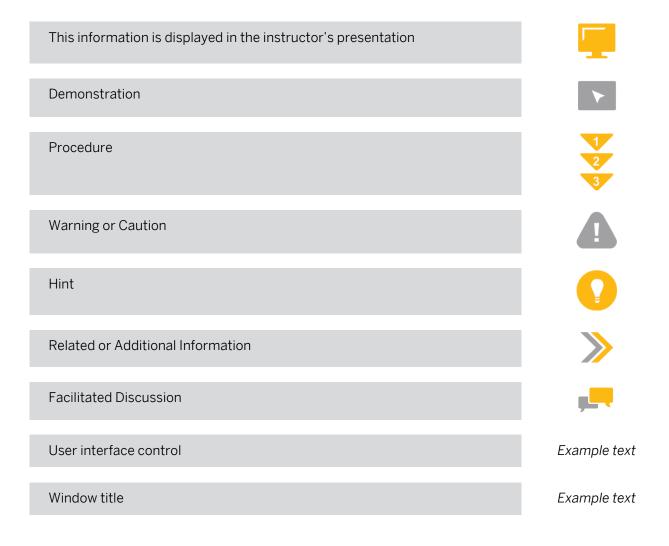
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Typographic Conventions

American English is the standard used in this handbook. The following typographic conventions are also used.





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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



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UNIT 1 Introduction to the Sales and Distribution Process

Lesson 1: Processing Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

• Process sales documents



UNIT 2 Enterprise Structures in Sales and Distribution

Lesson 1: Setting Up Enterprise Structures

Lesson Objectives

After completing this lesson, you will be able to:

• Set up enterprise structures



UNIT 3 Sales Order Processing

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



UNIT 4 Sales Document Customizing

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

UNIT 5 Data Flow

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



UNIT 6 Special Business Processes

Lesson 1: Executing Special Business Processes

Lesson Objectives

After completing this lesson, you will be able to:

• Execute special business processes



UNIT 7 Incomplete Documents

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



UNIT 8 Business Partners

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



UNIT 9 Outline Agreements

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



UNIT 10 Material Determination

Lesson 1: Setting Up Material Determination

Lesson Objectives

After completing this lesson, you will be able to:

• Set up material determination



UNIT 11 Material Listing and Exclusion

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



UNIT 12 Free Goods

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



UNIT 13 Sales Scenarios

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

