

SCM620

Pricing in Sales and Distribution

COURSE OUTLINE

Course Version: 15

Course Duration: 3 Day(s)

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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	<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:

- Project team members

Lesson 1: Introducing Pricing

Lesson Objectives

After completing this lesson, you will be able to:

- Use conditions for pricing

Lesson 2: Introducing the Condition Technique

Lesson Objectives

After completing this lesson, you will be able to:

- Use the condition technique

Lesson 1: Configuring Pricing

Lesson Objectives

After completing this lesson, you will be able to:

- Configure pricing

Lesson 2: Adding New Fields for Pricing

Lesson Objectives

After completing this lesson, you will be able to:

- Add new fields for pricing

Lesson 1: Working with Pricing Reports

Lesson Objectives

After completing this lesson, you will be able to:

- Work with pricing reports

Lesson 2: Maintaining Condition Records by Using Pricing Reports as a Filter

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain condition records by using pricing reports as a filter

Lesson 3: Working with Condition Records

Lesson Objectives

After completing this lesson, you will be able to:

- Work with condition records

Lesson 1: Applying Special Pricing Functions

Lesson Objectives

After completing this lesson, you will be able to:

- Apply special pricing functions

Lesson 2: Determining Data in Access

Lesson Objectives

After completing this lesson, you will be able to:

- Determine data in access

Lesson 1: Using Special Condition Types

Lesson Objectives

After completing this lesson, you will be able to:

- Use special condition types

Lesson 2: Using Statistical Condition Types

Lesson Objectives

After completing this lesson, you will be able to:

- Use statistical condition types

Lesson 1: Analyzing the Determination of Taxes

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze the determination of taxes

Lesson 2: Using Pricing Agreements

Lesson Objectives

After completing this lesson, you will be able to:

- Use pricing agreements

Lesson 3: Understanding Rebate Agreements

Lesson Objectives

After completing this lesson, you will be able to:

- Understand how to process rebate agreements