

Academia

(SD)

Sales and Distribution

TSCM60
TSCM62

SAP Ventas y Distribución (SD) permite a las empresas gestionar las ventas y los procesos de distribución, desde la adopción de la orden inicial para aceptar pagos y la entrega de los bienes o servicios. SAP Ventas y Distribución (SD) permite a las empresas controlar componentes como datos maestros de clientes, pedidos, entregas, precios, facturación y gestión de créditos. SAP Ventas y Distribución (SD) también tiene subcomponentes como soporte de ventas, manejo de envases vacíos, comercio exterior, ventas indirectas, envío y transporte.

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SAP ERP Sales and Distribution I 1

Unit 1: Enterprise Structures in Sales and Distribution

- Lesson: Using Enterprise Structures for Sales and Distribution in SAP ERP
- Exercise 1: Explain Organizational Structures
- Lesson: Demonstrating the Use of SAP ERP Enterprise Structures
- Exercise 2: Check the Organizational Structures for Sales and Distribution of an Example Company

Unit 2: Overview of Sales Processes

- Lesson: Executing Sales and Distribution Processes
- Lesson: Processing Sales Documents
- Exercise 3: Create a sales order
- Exercise 4: Display a sales order
- Lesson: Processing Outbound Deliveries
- Exercise 5: Create an outbound delivery
- Lesson: Shipping Goods
- Exercise 6: Pick goods
- Exercise 7: Post goods issue
- Lesson: Processing Billing Documents
- Exercise 8: Create a billing document
- Exercise 9: Post incoming payment

Unit 3: Master Data in Sales and Distribution

- Lesson: Maintaining Customer Master Data
- Exercise 10: Create Customer Master Data
- Exercise 11: Enhance a Customer Master Record
- Exercise 12: Change a Customer Master Record
- Exercise 13: Display a Customer Master Record
- Lesson: Maintaining Material Master Data
- Exercise 14: Create a Material Master Record
- Lesson: Maintaining Customer-Material Info Records
- Exercise 15: Create a Customer-Material Info Record
- Lesson: Maintaining Condition Master Data for Pricing
- Exercise 16: Create a Condition Master Record (Sales Price)
- Exercise 17: Create a Condition Master Record (Discount)
- Exercise 18: Understand the Background of Condition Master Data
- Lesson: Master Data - Explaining Additional Topics
- Exercise 19: Handle Incomplete Sales Documents

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COURSE **DESCRIPTION**

Unit 4: Automatic Data Determination and Shipment Scheduling

Lesson: Analysing the Results of Automatic Data Determination
 Exercise 20: Check the Results of Automatic Data Determination
 Lesson: Analysing the Results of Delivery and Transportation Scheduling
 Exercise 21: Check the Results of Delivery and Transportation Scheduling

Unit 5: Collective Processing in Sales and Distribution

Lesson: Executing Collective Processing in Sales and Distribution
 Exercise 22: Create Outbound Deliveries via Collective Processing
 Exercise 23: Complete Shipping Functions Using Collective Processing
 Exercise 24: Create Billing Documents Using Collective Processing

Unit 6: Availability Check

Lesson: Performing an Availability Check - Basics
 Exercise 25: Check the Main Factors Influencing the Availability Check
 Exercise 26: Check the Transfer of Requirements
 Exercise 27: Check the Settings for Complete/Partial Deliveries
 Lesson: Performing an Availability Check - Further Topics
 Exercise 28: Perform Availability Checks
 Exercise 29: Understand the Functions of the Availability Check

Unit 7: Sales Documents - Basic Technical Background

Lesson: Using Sales Document Types
 Exercise 30: Create Sales Orders Using Different Sales Document Types
 Lesson: Using Item Categories
 Exercise 31: Check the Consequences of Using Different Item Categories

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COURSE DESCRIPTION

Unit 8: Special Processes in Sales and Distribution

Lesson: Using Presales Documents
Exercise 32: Create Presales Documents
Exercise 33: Understand the Processing of Presales Documents
Lesson: Executing Assembly Processing
Exercise 34: Execute Assembly Processing
Lesson: Packing Materials
Exercise 35: Pack a Material
Lesson: Selling Service Products
Exercise 36: Sell a Service Product

Unit 9: Complaints Processing

Lesson: Creating Credit Memo Requests
Exercise 37: Create a Credit Memo Request
Lesson: Cancelling Billing Documents
Exercise 38: Cancel a Billing Document
Lesson: Creating Invoice Correction Requests
Exercise 39: Create an Invoice Correction Request
Lesson: Creating Returns
Exercise 40: Create a Return
Lesson: Performing Advanced Returns Management

Unit 10: Lists and Analytics for Sales and Distribution Processes

Lesson: Using Lists and Reports
Exercise 41: Analyze Data Using Lists and Reports
Lesson: Performing Analyses in Sales and Distribution
Exercise 42: Analyze Data Using the Sales Information System (SIS)

Unit 11: Enterprise Structures in Sales and Distribution

Lesson: Setting Up Enterprise Structures
Exercise 43: Set Up Enterprise Structures

Unit 12: Sales Order Processing

Lesson: Identifying Sources of Document Data
Exercise 44: Identify Sources of Document Data
Lesson: Using Additional Functions During Sales Order Processing
Exercise 45: Use Additional Functions During Sales Order Processing

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SAP ERP Sales and Distribution I 2

Unit 1: Sales Document Customizing

- Lesson: Controlling Sales Processes
- Lesson: Defining Sales Document Types
- Exercise 1: Define a Sales Document Type
- Lesson: Applying Item Categories
- Exercise 2: Analyze Item Categories
- Lesson: Interpreting the Automatic Determination of Item Category
- Exercise 3: Interpret the Automatic Determination of Item Category
- Lesson: Using Bills of Material in Sales Documents
- Exercise 4: Use a Bill of Material in Sales Documents
- Lesson: Applying Schedule Line Categories
- Exercise 5: Analyze Schedule Line Categories
- Lesson: Interpreting the Automatic Determination of Schedule Line Category
- Exercise 6: Interpret the Automatic Determination of Schedule Line Category

Unit 2: Data Flow

- Lesson: Interpreting the Document Flow of Sales Processes
- Exercise 7: Interpret the Document Flow of Sales Processes
- Lesson: Setting Up Copying Control
- Exercise 8: Set Up Copying Control

Unit 3: Special Business Processes

- Lesson: Executing Special Business Processes
- Exercise 9: Execute Special Business Processes

Unit 4: Incomplete Documents

- Lesson: Handling Incomplete Documents
- Exercise 10: Handle Incomplete Documents
- Lesson: Setting Up an Incompletion Procedure
- Exercise 11: Set Up an Incompletion Procedure

Unit 5: Business Partners

- Lesson: Using Partner Functions in Sales and Distribution Processes
- Lesson: Setting Up Partner Determination Procedures
- Exercise 12: Set Up a Partner Determination Procedure

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Unit 6: Outline Agreements

Lesson: Using Outline Agreements
Lesson: Interpreting the Setup of Value Contracts
Exercise 13: Create a Value Contract
Lesson: Setting Up Specific Contract Data
Exercise 14: Set Up Specific Contract Data

Unit 7: Material Determination

Lesson: Setting Up Material Determination
Exercise 15: Set Up Material Determination

Unit 8: Material Listing and Exclusion

Lesson: Setting Up Master Data for Material Listing and Material Exclusion
Exercise 16: Maintain Condition Records for Material Listing and Material Exclusion

Unit 9: Free Goods

Lesson: Setting Up the Determination of Free Goods
Exercise 17: Set Up the Determination of Free Goods

Unit 10: Sales Scenarios

Lesson: Setting Up a Cash Sales Scenario
Exercise 18: Set Up a Cash Sales Scenario
Lesson: Controlling the Usage of Bills of Material in a Sales Order
Exercise 19: Control the Usage of Bills of Material in a Sales Order
Lesson: Setting Up a Material Determination Scenario
Exercise 20: Set Up a Material Determination Scenario

Unit 11: The Idea and Function of the Delivery Document

Lesson: Explaining the Concept and Structure of the Delivery Document
Exercise 21: Explain the Relevance of Shipping
Exercise 22: Display a Delivery Document

Unit 12: Basic Organizational Units for the Delivery Process

Lesson: Maintaining the Organizational Units for Delivery Processes
Exercise 23: Create a New Shipping Point for Delivery Processes

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Unit 13: Controlling Deliveries

Lesson: Controlling Delivery Documents

Exercise 24: Use Customizing Settings to Control Delivery Documents

Unit 14: The Goods Issue Process Based on the Delivery

Lesson: Adjusting Automatic Determination of Relevant Fields for Outbound Delivery Creation

Exercise 25: Adjust the Automatic Determination of Relevant Fields for Outbound Delivery Creation

Lesson: Adjusting Delivery and Transportation Scheduling

Exercise 26: Adjust Delivery and Transportation Scheduling

Exercise 27: Test Scheduling Settings

Lesson: Processing Outbound Deliveries

Exercise 28: Process Outbound Deliveries

Lesson: Using the Outbound Delivery Monitor

Exercise 29: Work with the Outbound Delivery Monitor

Unit 15: Processes and Functions based on the Delivery

Lesson: Picking Outbound Deliveries

Exercise 30: Use WM/Lean-WM for Picking

Exercise 31: Pick Outbound Deliveries

Lesson: Packing Materials

Exercise 32: Pack Materials

Lesson: Handling Goods Issues

Exercise 33: Post a Goods Issue

Exercise 34: Cancel a Goods Issue

Lesson: Using Special Functions in Deliveries

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SAP ERP Sales and Distribution II 2

Unit 1: Copying Control

- Lesson: Modifying Copying Control
- Exercise 1: Set Up and Use the Copying Control
- Exercise 2: Fulfill Special Requirements Using the Copying Control

Unit 2: Text Control

- Lesson: Identifying Text Sources
- Exercise 3: Identify Text Sources
- Lesson: Configuring Text Control
- Exercise 4: Configure Text Control in Customizing
- Exercise 5: Process a Text Manually

Unit 3: Output

- Lesson: Adjusting Output Determination
- Exercise 6: Adjust Output Determination
- Lesson: Adjusting Output Types
- Exercise 7: Analyze the Processing of Outputs
- Exercise 8: Adjust and Process an Output Type
- Lesson: Using PDF-Based Forms in the Sales Process

Unit 4: Enhancements and Modifications

- Lesson: Controlling the Customer Master Using Account Groups
- Exercise 9: Define a new Account Group
- Lesson: Adjusting the Screen Set-Up of a Transaction
- Exercise 10: Adjust the Screen Set-Up of a Transaction