



SALES & DISTRIBUTION (ERP SD)

DURATION: 32 Hours



- **Overview of Sales & distribution**
 - Organizational structures
 - Sales and distribution aspect
 - Materials management aspect
 - Finance and accounting aspect
 - Document flow and process chain

- **Master Data Overview**
 - Working with Customer master Record
 - Working with Material Master Record
 - Customer Account groups

- **Pre-Sales Activities**
 - Sales Document structure
 - Inquiries
 - Quotations
 - Sales support

- **Creating, Processing and controlling**
 - Sales Order Processing
 - Creation of sales order with reference
 - Item Categories
 - Schedule lines Categories
 - Copy Control
 - Log of incomplete items

- **Pricing**
 - Condition Technique
 - Condition Type
 - Access Sequence
 - Condition Record
 - Condition Table
 - Price determination
 - Definition and maintenance of prices, surcharges, and discounts

- **Fast Material Entry in Sales order**



- Product Proposals
- Material Listing and exclusion
- Material Determination
- Free goods
- **Sales order Types**
 - Rush order
 - Cash Sales
 - Free of charge deliveries
- **Outline agreements**
 - Contracts
 - Scheduling agreements
- **Special Business Processes**
 - Consignments
 - Bill of material
- **Shipping**
 - Overview of shipping
 - Shipping point and route determination
 - Creating and controlling outbound delivery
 - Delivery processing
 - Picking
 - Picking conformation
 - Processing packing material
 - Packing
 - Goods issue
- **Billing**
 - Billing document types
 - Creation of billing documents
 - Controlling billing documents
 - Overview of billing methods
 - Billing plan
 - Revenue account determination
 - Posting billing document to Accounts
- **Credit management**
 - Integrated case study
 - Implementation of a fictitious demo company in an "empty" delivery client in an ERP system, using predefined business processes
 - Mapping the enterprise structure
 - Implementing sales transactions, delivery and billing processes, institution-specific price determination requests
- **Other Topics**
 - Text determination
 - Partner determination
 - Output determination