

SAP ONLINE LEARNING

Utilisation au quotidien de SAP - Ventes

ERP450 Sales & Distribution Overview

Course Goals

This course will prepare you to:

- Describe the main processes of Sales and Distribution

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005

Course Content

Sales and Distribution Overview

Notes

This course is part of the 'Order to Cash Processes' role based training series.

Course length: 2 hours

ERP451 Sales Order Processing

Course Goals

This course will prepare you to:

- Describe order processing in Sales and Distribution
- Explain sales order procedure
- Describe cash sales
- Create and maintain sales orders

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Course Content

- § Sales Order Processing Overview
- § Sales Order
- § Cash Sales

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 2 hours

ERP452 Customer Master Data

Course Goals

This course will prepare you to:

- Describe customer master data
- Create and maintain customer master data

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

- SAP125 SAP Navigation 2005
- ERP450 Sales & Distribution Overview

Course Content

Customer Master Data

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 2 hours

ERP453 Quotation Management

Course Goals

This course will prepare you to:

- Describe order processing in Sales and Distribution
- Explain quotation and sales order process
- Create and maintain quotations

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing

Course Content

Quotations

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 1 hour

ERP454 Scheduling Agreements and Contracts

Course Goals

This course will prepare you to:

- Describe order processing in Sales and Distribution
- Describe the cash sales procedures and scheduling agreement
- Define what are basic contracts and delivery requests
- Create and maintain scheduling agreements
- Create and maintain contracts
- Create and maintain assortment modules for contracts
- Create outbound delivery documents

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing

Course Content

- § Scheduling Agreement
- § Contract
- § Assortment Module
- § Outbound Delivery with Order Reference

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 2 hours

ERP455 Sales & Distribution Reports

Course Goals

This course will prepare you to:

- Execute customer analysis
- Generate a list of SD orders
- Check available material on hand
- Review physical inventory documents

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005

ERP450 Sales & Distribution Overview

Recommended:

ERP400 Material Management Overview

Course Content

Reports and Analyses in Sales and Distribution

Reports and Analyses in Materials Management

Notes

This course is part of the 'Order to Cash Processes' role based training series.

Course length: 2 hours

ERP456 Pricing Condition Records

Course Goals

This course will prepare you to:

- Understand the fundamentals of pricing in SD
- Create and maintain pricing condition records
- Generate pricing reports

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Course Content

- § Pricing Overview
- § Pricing Condition Records
- § Pricing reports

Notes

This course is part of the 'Order to Cash Processes' role based training series.

Course length: 2 hours

ERP457 Sales Agreements

Course Goals

This course will prepare you to:

- Explain sales agreements
- Maintain customer master data for sales agreements
- Create and maintain rebate agreements

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP452 Customer Master Data

Course Content

Sales Agreement Overview
Rebate Agreements

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 2 hours

ERP458 Backorder Processing

Course Goals

This course will prepare you to:

- Explain the backorder process
- Reschedule an order

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing

Course Content

Backorder Processing
Sales Order

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 1 hour

ERP459 Outbound Processing

Course Goals

This course will prepare you to:

- Describe the delivery process
- Define the function of Picking
- Understand the process of post goods issue (PGI)
- Create and maintain outbound delivery documents

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing

Course Content

- § Sales Order
- § Delivery Overview
- § Outbound Delivery
- § Picking
- § Goods Issue

Notes

This course is part of the 'Order to Cash Processes' role based training series.

Course length: 4 hours

ERP460 Billing Process

Course Goals

This course will prepare you to:

- Understand the sales order, delivery and billing process
- Execute the billing process
- Understand how to process a complaint

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP459 Outbound Processing

Course Content

- § Sales Order
- § Billing
- § Returns and Complaints
- § Accounts Receivable

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 4 hours

ERP461 Account Receivable & Credit Management Overview

Course Goals

This course will prepare you to:

- Explain accounts receivable
- Describe the processes related to credit management and risk analysis

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing
ERP460 Billing Process

Course Content

Account Receivable Overview
Credit Management Overview

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 1 hour

ERP461 Account Receivable & Credit Management Overview

Course Goals

This course will prepare you to:

- Explain accounts receivable
- Describe the processes related to credit management and risk analysis

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP451 Sales Order Processing
ERP460 Billing Process

Course Content

Account Receivable Overview
Credit Management Overview

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 1 hour

ERP462 Credit & Risk Management

Course Goals

This course will prepare you to:

- Describe the processes related to credit management and risk analysis
- Maintain credit master data
- Create sales orders
- Create and maintain financial documents
- Review and maintain orders on credit hold

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005

ERP450 Sales & Distribution Overview

ERP461 Account Receivable & Credit Management Overview

Course Content

- § Credit Management
- § Risk Management
- § Sales Order

Notes

This course is part of the 'Order to Cash Processes' role based training series.

Course length: 4 hours

ERP463 Credit Reporting

Course Goals

This course will prepare you to:

- Display credit overview
- Explain credit master sheet
- Execute the early warning list
- Display credit master data

Target Audience

- § Functional Project Team Members
- § Super Users
- § IT Business Analyst
- § Transactional End Users

Prerequisites

Essential:

SAP125 SAP Navigation 2005
ERP450 Sales & Distribution Overview

Recommended:

ERP462 Credit & Risk Management

Course Content

Credit Management Reports
Credit Management Master Data

Notes

This course is part of the 'Order to Cash Processes' role based training series.
Course length: 1 hour