

Sales

Course Code: SCM605

Duration: 5 Days

Goals

- In this course, participants become familiar with the functions and Customizing settings in sales

Audience

- Project team members
- People with organizational responsibilities

Prerequisites

Essential

- SCM600 Business Processes in Sales Order Management

Course Content (Details)

- Organizational units in Sales
- Creating and processing sales orders
- Sales document types
- Item categories
- Schedule line categories
- Partner determination
- Contracts and scheduling agreements
- Special business transactions
- Incompletion logs
- Material determination, material listing/exclusion, product selection
- Free goods