

Duration

- 10 day(s)

Course Goals

- At the conclusion of this course, you will be able to:
 - Execute the main business procedures involved in sales and distribution processing
 - Implement the main functions and Customizing settings in sales and delivery processing

Target Audience

- Solution consultants responsible for implementing order fulfillment with mySAP SCM

Prerequisites

Essential:

- Business knowledge of sales and distribution processing
- The following are included in posting TSCM60:
 - [E-learning SAP125 SAP Navigation 2005](#),
 - [ERP001 Management Empowered by mySAP ERP](#),
 - [SAP200 Order to Cash](#),
- which you must study in your own time before the start of course TSCM60

Software Component(s) and Release(s)

- ECC 6.0

Course Content

- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data in sales and distribution, overview of the process chain for sales order processing, introduction to pricing in sales and distribution, introduction to the availability check, sales and distribution processing with make-to-order production, credit memo processing and returns processing, introduction to sales and distribution reporting
- Sales: Creating and processing sales orders, sales document types, item categories, schedule line categories, document flow and copying control, partner determination, contracts and scheduling agreements, special business transactions, incompleteness logs, material determination, material listing/exclusion, product selection, free goods
- Mini case study in sales
- Delivery processes: Controlling inbound and outbound deliveries, creating and processing deliveries, processing handling units within delivery processing, picking, packaging, goods receipt and goods issue

Notes

- To ensure that you retain the knowledge gained in this course and successfully complete the certification examination at the end of course TSCM62, we recommend that you consolidate the content in your own time after the course.

Duration

- 10 day(s)

Course Goals

- At the conclusion of this course, you will be able to:
 - Implement functions and make Customizing settings in pricing and billing
 - Use functions and Customizing settings in general sales and distribution processes such as output and text determination
 - Utilize your knowledge directly as a junior consultant in your first period of practice

Target Audience

- Solution consultants responsible for implementing order fulfillment with mySAP SCM

Prerequisites

Essential:

- [TSCM60 Order Fulfillment I](#)
- The following are included in posting TSCM62:
 - [E-learning SM001 Introduction to SAP Solution Manager](#) ,
 - which you must study in your own time before the start of course TSCM62

Software Component(s) and Release(s)

- ECC 6.0

Course Content

- Definition and maintenance of prices, surcharges, and discounts
- Setting up condition tables, access sequences, and condition types as part of pricing
- Using prices and other conditions in sales documents
- Promotions and sales deals
- Rebate processing
- Mini case study in pricing
- Controlling billing documents
- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination, business area account assignment, features of the SD-FI interface
- Message determination
- Text determination
- Integrated case study: implementation of a fictitious demo company using specific business processes, configuration and mapping of the company structure, master data, and business processes in the SAP system
- Review and certification preparation
- Certification examination for Solution Consultant SCM – Order Fulfillment with mySAP ERP 2005 on the content of the courses SAP125, ERP001, SAP200, TSCM60, SM001, TSCM62

Notes

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