

Courses Listed

Intermediate

- ICP600 - SAP Trade Management Business Process
- SCM600 - Business Process in Sales and Distribution

Advanced

- ICP610 - SAP Trade Management Implementation

All available schedules in your selection

ICP610 SAP Trade Management Implementation

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

ICP600 SAP Trade Management Business Process

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

SCM600 Business Process in Sales and Distribution

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

ICP610 - SAP Trade Management Implementation

Course announcements

- In this course, you will get a good understanding of the main implementation activities of SAP Trade Management. You will be able to explain the steps for enhancing SAP Trade Management and to describe the supporting technical landscape and business process architecture.

Goals

- This course will prepare you to:
- learn about how to implement SAP Trade Management solution.
- You will also gain knowledge of how to set up the basic configuration for an integrated Trade Management scenario using SAP CRM, SAP ERP, and SAP BW.

Audience

- Application Consultant
- Data Consultant / Manager
- Developer
- Development Consultant
- Enterprise Architect
- Business Process Architect
- Business Process Owner/Team Lead/ Power User
- Solution Architect

Essential

- CR100 CRM Customizing Fundamentals
- General experience with SAP BW
- General experience with SAP CRM and SAP ERP
- ICP600 – SAP Trade Management Business Process

Course based on software release

- SAP S/4HANA 105
- CRM 7.14 SP11
- TMAC 4.0 SP05
- SAP BW on HANA 7.5 TMAB 4.0 SP05
- SAP S/4HANA 105
- CRM 7.14 SP11
- TMAC 4.0 SP05
- SAP BW on HANA 7.5 TMAB 4.0 SP05

Content

- Architecture
- Describe the main components of the SAP Trade Management solution
- Explain the Information Flow in SAP Trade Management
- Differentiate between the different deployment options
- Explain the implementation roadmap

- SAP ERP Integration
- Explain the purpose of Project System integration
- Describe the importance of the WBS element
- Explain the purpose of SD pricing and rebate condition records in the context of SAP Trade Management
- Explain how trade-relevant discounts and rebate conditions are applied in a sales order
- Identify the pricing and rebate integration configurations in the ERP and CRM systems
- Explain the accruals management process
- Identify the Funds Management accrual integration configurations in the CRM system
- Explain the purpose of SAP Dispute Management
- Identify the FSCM Dispute Management integration configurations in the ERP and CRM systems
- Explain the settlement process
- Identify the Claims Settlement integration configurations in the CRM system

- SAP CRM Customizing
- Define and use innovation products in CBP
- Explain how to maintain and default planning product hierarchy on behalf of the account managers
- Explain how to define and use Innovation product in CBP
- Explain how to get CRM listing or external listing into assortment
- Explain options for enhancing assortment
- Explain CBP specific customizing
- Integrate trade promotion with CBP
- Customize the calendar in Customer Business Planning
- Explain the activities for enabling target volume planning
- SAP BW Customizing
- Explain the main elements of the standard BW content
- Explain how inbound pricing can be integrated and set up
- Explain how a P&L structure can be set up, defined, and used for CBP
- Describe the usage of planning functions, their main purposes and when to modify them
- Explain, how to find the relevant planning functions
- Explain how to define and maintain scenarios
- Explain, how a scenario is represented in a data model
- Explain how to define and maintain versions
- Explain the activities for adding a report in the CBP Overview page or promotion UI
- Explain how to default report parameters

- SAPUI5 Configuration
- Define and manage central variants
- Explain the standard UI configuration available for CBP and Promotion Planning
- Explain how to install the SAP Fiori Launchpad and its options

Notes

- Please be aware that the course materials are delivered in English only.

ICP600 - SAP Trade Management Business Process

Course announcements

- In this course, you will get in depth functional training of SAP Trade Management Business Process and solution capabilities. You will gain a deep understanding of the Trade Management end-to-end business process, and solution benefits, capabilities and architecture. The course comes with many hands-ons, to deepen the theoretical lessons.

Goals

- This course will prepare you to:
- speak at a high level of the challenges with the trade management process and the value proposition of SAP Trade Management.

Audience

- Application Consultant
- Business Analyst
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Data Consultant
- Data Manager
- Developer
- Development Consultant
- Enterprise Architect
- Industry Specialist
- Program/Project Manager
- Solution Architect

Essential

- CR100 CRM Customizing Fundamentals

- General experience with SAP BW
- General experience with SAP CRM and SAP ERP

Course based on software release

- SAP CRM 7.0 EhP3 or higher
- SAP ECC 6.0 EhP5
- SAP BW 7.4 or higher

Content

- Business Context
- Describe the industry challenges
- Explain the end-to-end business process
- Explain the different business roles
- Explain the importance of the end state analytic needs when implementing SAP Trade Management
- Explain the importance of change management in the organization
- Explain the importance of various testing cycles during the implementation

- Sales Planning and Budgeting
 - Get an overview about Sales and Budgeting
 - Explain the planning structure used in the business process
 - Explain the main activities in the planning preparation
 - Explain the main activities of target distribution
 - Define channels and categories
 - Explain the commercial conditions
 - Explain the top-down distribution of targets
 - Explain the funding structure
 - Explain dynamic funds and business advantages
 - Explain fixed funds and its usage
 - Explain the main activities in Customer HQ negotiation
 - Explain the main activities in initiating the customer business planning
 - Explain the bottom-up planning activities
 - Explain the approval process and version management
 - Explain how the forecast is calculated
 - Explain the corrective actions for adjusting the sales plan

- Customer Planning
 - Explain the Customer Planning Process
 - Explain buyer concept
 - Explain the maintenance of buyer targets
 - Explain the benefits of creating a planning product hierarchy
 - Explain the main activities in building the account strategy
 - Explain the customer mission, strategy and development plan
 - Explain usage and maintenance of assortments
 - Explain the elements, usage and the maintenance of a baseline plan
 - Explain the concept of TU and CU
 - Explain options to populate the customer promotion plan
 - Explain how to evaluate customer plan against sales target, funds, KPIs
 - Explain how to create and maintain alternative scenarios
 - Explain the different types of approval
 - Explain the activities generated when approving a plan
 - Explain how the forecast is calculated, adjusted and handled in versions

- Promotion Planning
- Gain an overview about promotion planning
- Explain the methods used by the account manager to build up their promotional plan
- Explain the essential elements of a promotion
- Explain the planning of the overall promotional volume
- Explain the different trade investments and how to assign it to a promotion
- Explain the overall impact of the promotion on the plan
- Evaluate alternative approaches to run the promotion in order to find the best option
- Explain the promotional approval process
- Explain the impacted and the generated activities, when approving a promotion
- Explain the promotional monitoring processes, tools and metrics
- Explain the typical promotion course correcting activities and their impacts

- Execution and Settlement
- Give and overview of Execution and Settlement
- Explain the generation of discount, contract settlement conditions or rebate conditions from a promotion
- Explain the integration of actual discounts with funds checkbook
- Explain the necessary In-Store Preparation activities to ensure proper in-store promotion execution
- Explain the In-Store Tracking activities that provide the account manager with visibility into the customer execution of the agreed promotion
- Explain the accruals management process for building the accruals for all conditional investments that are based on the performance of the customer in order to prepare for deferred payments
- Explain the different accruals calculation methods and their required information
- Explain the different proof of performance for validating a customer claim
- Explain the settlement process

SCM600 - Business Process in Sales and Distribution

Course announcements

- This course is also available in a self-paced e-learning format with an active subscription to the SAP Learning Hub, as SC600E.

Goals

- In this course, participants learn about the fundamental business processes in sales and distribution
- Participants learn how to perform the most important functions in the process chain, from presales to customer payment, in the SAP system. The areas of materials management, manufacturing (for example, assembly orders), and financial accounting are also touched on

Audience

- This course is aimed at consultants, project managers, project team members and key users

Essential

- Basic business knowledge of processes in Sales and Distribution

Course based on software release

- SAP ERP Central Component 6.0 EHP 7

Content

- Organizational structures in sales and distribution
- Working with the relevant master data for the processes
- Overview of the process chain
- Introduction to the availability check
- Sales and distribution processing with make-to-order production
- Complaints processing
- Introduction to sales and distribution reporting

Notes

- The course covers the functions in sales and distribution processing in SAP ERP. It does not examine company-specific requirements in Customizing.
- This course is also available in a self-paced e-learning format under course code SC600E.
- This course is based on sales order processing for tangibles. If you are interested in learning how to process sales orders for services rather than for products/materials, you should consider SC602E instead.

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