Courses Listed

Beginner
- SAP01 - SAP Overview
- SAP01E - SAP Overview

Intermediate
- SCM600 - Business Process in Sales and Distribution

Advanced
- SCM605 - Sales Processing in SAP ERP
- SCM610 - Delivery Processing in SAP ERP
- SCM615 - Billing in SAP ERP
- SCM620 - Pricing in Sales and Distribution
- SCM650 - Cross-Functional Customizing in Sales and Distribution
- TSCM60 - Order Fulfillment I
- TSCM62 - Order Fulfillment II
- TSCM6E - SAP ERP – Order Fulfillment eAcademy

Certification Exam
- C_TSCM62_67 - SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP7

Average time to complete is 25 day(s)
All available schedules in your selection

### TSCM6E  SAP ERP – Order Fulfillment eAcademy

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### SAP01E  SAP Overview

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### SCM650  Cross-Functional Customizing in Sales and Distribution

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SCM610  Delivery Processing in SAP ERP (continued)

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.

SCM620  Pricing in Sales and Distribution

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TSCM60  Order Fulfillment I

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.
### TSCM62  Order Fulfillment II

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

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### SAP01  SAP Overview

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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.
TSCM6E - SAP ERP – Order Fulfillment eAcademy

Course announcements

- This eAcademy content is accessible for 5 months for supported self-paced learning. You will receive access information from your local training department soon after completing your registration. Please book the complete package referring to the code "TSCM6e".
- The eAcademy TSCM6e is a package of training content which includes the following content:
  - TERP01 SAP ERP Business Process Basics and Navigation (e-learning)
  - TERP65 Order-to-Cash Processing in SAP ERP (e-learning)
  - TSCM60 Order Fulfillment I (e-learning + student handbook)
  - TSCM62 Order Fulfillment II (e-learning + student handbook)
- The recommended certification test C_TSCM62_67 is NOT included in this eAcademy package and must be purchased separately.
- Help Desk Support is provided for the participants to enable them to understand the training material, resolve queries and assist in assignments during the access period. In this timeframe the participants will get access to training systems to work through the exercises and demo scenarios.
- For more information please contact the SAP Education training center your area.

Goals

- This course will prepare you to:
- Execute the main business procedures involved in sales and distribution processing.
- Implement the functions and customizing settings in sales and delivery processing.
- Use functions and customizing settings in general sales and distribution processes such as output and text determination.

Audience

- Application Consultants
- Business Process Architects
- Business Process Owner / Team Lead / Power Users

Essential

- General knowledge of sales and distribution business processes
- SM001e Introduction to SAP Solution Manager (e-learning)
- TERP01 SAP ERP Business Process Basics and Navigation (e-learning)
- TERP65 Order-to-Cash Processing in SAP ERP (e-learning)

Course based on software release

- SAP ECC 6.0, EHP7

Content

- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data, overview of the process chain for sales order processing, introduction to pricing, 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, incompletion logs, material determination, material listing/exclusion, product selection, free goods.
- Delivery processes: Controlling outbound deliveries, creating and processing deliveries, picking, packaging, goods issue.
- Condition technique for the definition and maintenance of prices, surcharges, and discounts.
Using prices and other conditions in sales documents
Rebate processing
Controlling billing documents
Creation forms and settlement forms for billing documents
Billing plans and down payments
Revenue account determination, 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

Notes
You must complete 100% of each training course in the package in order to be well prepared for certification. We recommend you complete your training courses in this order: TERP01, TERP65, TSCM60, TSCM62.
Once you have completed the entire training program, you can attempt the certification exam C_TSCM62_67.
The E-Academy content is accessible for 5 months for supported learning at your own pace.
Help Desk Support is provided for the participants to enable them to understand the training material, resolve queries and assist in assignments during the access period. In this timeframe the participants will get access to training systems to work through the exercises and demo scenarios.
The training system provided to you for this course is SAP ECC 6.0 EHP7
• The Essential Prerequisite e-learning courses listed above are included with your booking of TSCM6e. You do not need to purchase these courses separately.
• Note that the Help Desk is not able to support customers using a Mac computer. An IE (Internet Explorer) browser is required to access all eAcademy content.
SAP01E - SAP Overview

Goals
- Identify SAP Applications and Components
- Explain basic functionality of SAP Solutions
- Attend more detailed SAP courses and have the required baseline knowledge

Audience
- All persons interested in getting an overview of SAP’s Business Suite solutions.

Essential
- Working knowledge of Microsoft office and Internet browsers

Course based on software release
- SAP ERP 6.08

Content
- SAP, a Cloud Company
- Identifying SAP Applications and Components
- Outline the Functionality of SAP Cloud-Enabling Applications
- Outlining New SAP Functionality
- Outline the usage and functionality of SAP HANA
- Outline the usage and functionality of Cloud for Customer
- Describe the various aspects of SAP User Experience
- SAP System Navigation
- Accessing the SAP System
- Personalizing the User Interface
- System-Wide Concepts
- Identifying SAP Organizational and Master Data Elements
- Logistics
- Creating a Purchase Order for Materials
- Using Supplier Relationship Management (SRM) for Procurement and Sourcing Processes
- Integrating Ariba Functionality with Procurement in SAP Enterprise Resource Planning (ERP)
- Creating a Planned Order
- Processing Production Orders
- Using Supply Chain Management (SCM) to Manage Supply and Demand
- Creating Sales Orders
- Creating a Delivery and Posting a Goods Issue
- Creating Sales Order Billing Documents
- Using Customer Relationship Management (CRM)
- Using Product Lifecycle Management (PLM)
• Financials
• Identifying Financial Accounting Processes
• Using Financial Add-Ons for SAP Business Suite
• Creating a Journal Entry in the General Ledger
• Outlining the Outbound Payments Process in Accounts Payable
• Generating Financial Statements
• Outlining the Inbound Process in Accounts Receivable
• Outlining the Business Processes in Fixed Assets Accounting
• Analyzing Internal Costs in Management Accounting
• Monitoring Manufacturing Costs
• Analyzing Profitability
• Human Capital Management (HCM)
• Identifying the Components of SAP Enterprise Resource Planning (ERP) HCM
• Outlining the HR Renewal Functionality
• Integrating SuccessFactors in the Cloud
• Analytics and Strategic Planning
• Executing Analytics and Strategic Planning Reports
• SAP Services
• Accessing SAP Services
SCM650 - Cross-Functional Customizing in Sales and Distribution

Duration
3 days

Course announcements
- This course is ideal for persons requiring detailed cross-application configuration knowledge to map requirements integrated to sales and distribution.

Goals
- Explore settings to map requirements in the area of Sales and Distribution (S&D) that require knowledge of cross-application Customizing functions
- Understand and consider complex relationships in mapping organizational structures
- Configure and adapt special functions like copy control, text control, output control
- Understand system modification options and personalization techniques

Audience
- Application Consultant
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Program / Project Manager

Essential
- SCM600 Processes in Sales and Distribution
- At least one of the following detailed courses:
  - SCM605 Sales
  - SCM610 Delivery Processes
  - SCM615 Billing
- SAP ERP 6.07 with Enhancement Package 7

Course based on software release
- SAP ERP 6.07 with Enhancement Package 7

Content
- Copy Control
- Modifying Copy Control
- Text Control
- Identifying Text Sources
- Configuring Text Control
- Output
- Adjusting Output Determination
- Adjusting Output Types
- Using PDF-Based Forms in the Sales Process
- Enhancements and Modifications
- Using Enhancement Technology
- Adjusting the Screen Setup of a Transaction Using Table Controls
- Adjusting Lists in Sales and Distribution
- Controlling Customer Master Data Using Account Groups
- Adjusting the Screen Setup of a Transaction Using Transaction Variants
- Adding New Fields
- Performing System Modifications Using Classic Enhancement Technology
- Performing System Modifications Using the Enhancement Framework
Revenue account determination
Special features of the SD/FI interface

Notes
- The course is also suitable for customers who are still using SAP R/3.
- The billing process chain is dealt with in more detail from an accounts perspective in course AC200 (Financial Accounting Customizing I: General Ledger, Accounts Payable, Accounts Receivable).
- Cost-related billing and internal allocation are not covered in this course.
COURSE LISTING

SCM605 - Sales Processing in SAP ERP

Duration
5 days

Course announcements
• This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions.

Goals
• Gain a detailed knowledge of using the functions and customizing settings in sales.

Audience
• Application Consultant
• Business Analyst
• Solution Architect

Essential
• SCM600 Business Processes in Sales Order Management

Course based on software release
• SAP ERP 6.0 Enhancement Package 7

Content
• Introduction to the Sales and Distribution Process
• Processing Sales Documents
• Enterprise Structures in Sales and Distribution
• Setting Up Enterprise Structures
• Sales Order Processing
• Identifying Sources of Document Data
• Using Additional Functions During Sales Order Processing
• Sales Document Customizing
• Controlling Sales Processes
• Defining Sales Document Types
• Applying Item Categories
• Interpreting the Item Category Determination
• Using Bills of Material in Sales Documents
• Applying Schedule Line Categories
• Interpreting the Schedule Line Category Determination
• Data Flow
• Interpreting the Document Flow of Sales Processes
• Setting Up the Copying Control
• Special Business Processes
• Executing Special Business Processes
• Incomplete Documents
• Handling Incomplete Documents
• Setting Up an Incompletion Procedure
• Business Partners
• Using Partner Functions in Sales and Distribution Processes
• Setting Up Partner Determination Procedures
• Outline Agreements
• Using Different Types of Outline Agreements
• Interpreting the Set-Up of Value Contracts
• Setting Up Specific Contract Data
- Material Determination
- Setting Up Material Determination
- Material Listing and Exclusion
- Setting Up Master Data for Material Listing / Exclusion
- Free Goods
- Setting Up the Determination of Free Goods
- Sales Scenarios
- Setting Up a Cash Sales Scenario
- Controlling the Usage of Bills of Material in a Sales Order
- Setting Up a Material Determination Scenario
SCM610 - Delivery Processing in SAP ERP

Duration
3 days

Course announcements
• This course covers the customizing settings of delivery documents and the set-up of corresponding functions.

Goals
• In this course, participants use and customize functions in delivery processing

Audience
• Application Consultant

Essential
• SCM600 Processes in Sales & Distribution
• SCM601 Logistics Execution

Course based on software release
• SAP ERP 6.0 Enhancement Package 7

Content
• Idea and Function of the Delivery Document
• Explaining the Concept and Structure of the Delivery Document
• Basic Organizational Units for the Delivery Process
• Maintaining the Organizational Units for Delivery Processes
• Controlling Deliveries
• Controlling Delivery Documents
• The Goods Issue Process Based on the Delivery
• Adjusting Automatic Determination of Relevant Fields for Outbound Delivery Creation
• Adjusting Delivery and Transportation Scheduling
• Processing Outbound Deliveries
• Using the Outbound Delivery Monitor

• Processes and Functions based on the Delivery
• Picking Outbound Deliveries
• Packing Materials
• Handling Goods Issues
• Using Special Functions in Deliveries
• Further Application Areas of the Delivery Document
• Transferring Stock Between Plants
• Performing Goods Receipts Using Deliveries
• Specified Delivery Scenario
• Setting Up a Specified Delivery Scenario
SCM620 - Pricing in Sales and Distribution

Duration
3 days

Goals
• Successfully set up functions and customizing settings for pricing in Sales and Distribution

Audience
• Project team members

Essential
• SCM600 Business Processes in Sales and Distribution

Course based on software release
• SAP ERP 6.0 Enhancement Package 7

Content
• Condition technique for definition and maintenance of prices, surcharges and discounts
• Creating condition tables, access sequences, and condition types
• Using prices and other conditions in sales documents
• Promotions and sales deals
• Introduction to rebate processing

Notes
• Please do not enroll for this course unless you have fulfilled the prerequisites.
• Sales price determination through preliminary costing as part of make-to-order production is dealt with in the course AC520 (Cost Object Controlling).
TSCM60 - Order Fulfillment I

Goals
- Execute the main business procedures involved in sales and distribution processing.
- Implement the main functions and Customizing settings in sales and delivery processing.

Audience
- This course is aimed at Solution Consultants responsible for implementing order fulfillment with SAP ERP.

Essential
- Business knowledge in the area of sales and distribution processing.
- TERP01 SAP ERP Business Process Basics and Navigation
- TERP65 Order-to-Cash Processing in SAP ERP

Course based on software release
- SAP ERP Central Component (ECC) 6.0 EHP7

Content
- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data, overview of the process chain for sales order processing, introduction to pricing, 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, incompletion logs, material determination, material listing/exclusion, product selection, free goods.
- Mini case study in sales.
- Delivery processes: Controlling outbound deliveries, creating and processing deliveries, picking, packaging, goods issue.

Notes
- The TERP01 and TERP65 Essential Prerequisite e-learning courses are included with your TSCM60 booking—you do not have to book these courses separately. However, please complete these courses before the start of the TSCM60 course so that you do not fall behind.
- 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.
TSCM62 - Order Fulfillment II

Duration
10 days

Goals
- 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.

Audience
- Solution Consultants

Essential
- TSCM60 Order Fulfillment I

Course based on software release
- SAP ERP Central Component (ECC) 6.0 EHP7

Content
- Condition technique for the definition and maintenance of prices, surcharges, and discounts
- Using prices and other conditions in sales documents
- Rebate processing
- Controlling billing documents
- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination, features of the SD-FI interface
- Message determination / Text determination
- Overview of performing system modifications using enhancement technology
- Certification examination for SAP Certified Application Associate - Order Fulfillment with SAP ERP 6.0 EHP7 on the content of the courses TSCM60 and TSCM62

Notes
- Please do not enroll for this course unless you have fulfilled the prerequisites.
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.

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
SAP01 - SAP Overview

Duration
3 days

Course announcements
• This course provides an overview on SAP applications and components.

Goals
• This course will prepare you to:
  • Identify the SAP Applications and Components
  • Explain basic functionality of SAP Solutions
  • Describe the various aspects of SAP User Experience

Audience
• Application Consultant
• Business Analyst
• Business Process Owner / Team Lead / Power User
• Change Manager
• Data Consultant / Manager
• Developer Consultant
• Executive
• Industry Specialist
• Program / Project Manager
• System Architect
• Technology Consultant
• Trainer
• User

Essential
• Working knowledge of Microsoft office and Internet browsers

Course based on software release
• EHP8 For ERP 6.0

Content
• SAP, The Cloud Company
• Identifying SAP Applications and Components
• Outlining New SAP Functionality
• SAP System Navigation
• Accessing the SAP System
• Personalizing the User Interface
• System-Wide Concepts
• Identifying SAP Organizational and Master Data Elements
• Logistics and Cloud Applications
• Performing the Procure to Pay Business Process Steps
• Using Supplier Relationship Management (SRM) for Procurement and Sourcing Processes
• Integrating Ariba Functionality with Procurement in SAP Enterprise Resource Planning (ERP)
• Processing a Material Requirements Planning (MRP) Run
• Processing Production Orders
• Using Supply Chain Management (SCM) to Manage Supply and Demand
• Creating Sales Orders
• Creating a Delivery and Posting a Goods Issue
• Creating Sales Order Billing Documents
• Using Customer Relationship Management (CRM)
• Using Product Lifecycle Management (PLM)
• Financials
• Identifying Financial Accounting Processes
• Using Financial Add-Ons for SAP Business Suite
• Creating a Journal Entry in the General Ledger
• Outlining the Outbound Payments Process in Accounts Payable
• Generating Financial Statements
• Outlining the Inbound Process in Accounts Receivable
• Outlining the Business Processes in Fixed Assets Accounting
• Analyzing Internal Costs in Management Accounting
• Monitoring Manufacturing Costs
• Analyzing Profitability
• Human Capital Management (HCM) and Success Factors
• Identifying the Components of SAP Enterprise Resource Planning (ERP) HCM
• Outlining the HR Renewal Functionality
• Integrating SuccessFactors in the Cloud
• Analytics and Strategic Planning
• Executing Analytics and Strategic Planning Reports
• SAP Services
• Accessing SAP Services

Notes
• Courseware available as flipbook in Learning Hub
## Description

The "SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP7" certification exam verifies that the candidate has the knowledge in the area of Sales Order Management for the consultant profile. This certificate proves that the candidate has a basic understanding within this consultant profile, and can implement this knowledge practically in projects.

## Notes

- To ensure success, SAP recommends combining education courses and hands-on experience to prepare for your certification exam as questions will test your ability to apply the knowledge you have gained in training.
- You are not allowed to use any reference materials during the certification test (no access to online documentation or to any SAP system).

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<thead>
<tr>
<th>Number of questions</th>
<th>Duration</th>
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