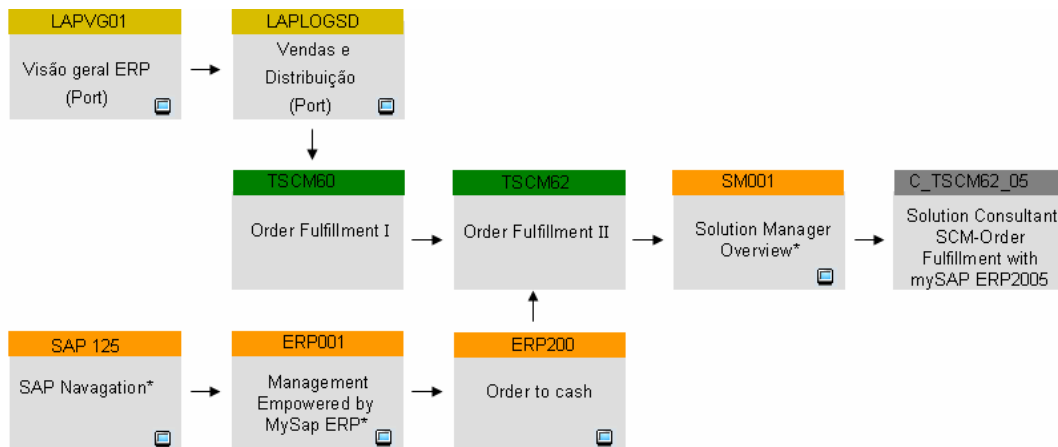


# Curriculum para Academia SD



## PARTE PRESENCIAL – 20 dias

### TSCM60 Order Fulfillment I

**Course version: 2006/Q2**

#### 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 LAPVG01 \(Portuguese\) 5h](#)
  - [E-learning LAPLOGSD \(Portuguese\) 20h](#)
- 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

## TSCM62 Order Fulfillment II

**Course version: 2006/Q2**

### 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 SAP125 SAP Navigation 2005 2h](#)
- [ERP001 Management Empowered by mySAP ERP 4h](#)
- [SAP200 Order to Cash 8h](#)
- [- E-learning SM001 Introduction to SAP Solution Manager 2h](#)
- - which you must study in your own time after 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
- Self-study 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

## E-learning

### LAPVG01

**Versão do curso: 2006/Q2**

#### Objetivos

- Conhecer os componentes do ERP da SAP
- Identificar como ocorre a integração entre os processos Empresariais
- Entender a estrutura organizacional utilizada pelo Sistema
- Entender a utilização dos Dados Mestre
- Compreender como as transações comerciais são gravadas em documentos
- Aprender a navegar no Sistema
- Conhecer os processos dos componentes: Contabilidade Financeira (FI), Contabilidade de Custos (CO), Administração de Materiais (MM), Vendas e Distribuição (SD) e Planejamento e Controle da Produção (PP).

#### Público Alvo

- Consultores SAP

#### Pré-requisitos

**Recomendado:**

- Não há pré-requisitos.

#### Componente de Software

- ERP ECC

#### Conteúdo do curso

- Introdução ao SAP R/3 Enterprise
- Visão geral de contabilidade de custos
- Visão geral de contabilidade financeira
- Visão geral de administração de materiais
- Visão geral de vendas e distribuição
- Visão geral do planejamento e controle da produção

## Notas

- Duração do curso: 5 horas

# LAPLOGSD Order Fulfillment



**Versão do curso: 2006/Q2**

## Objetivos

- Descrever os processos do componente Vendas e Distribuição (SD).
- Entender as funções dos sub-componentes de SD: Vendas, Determinação de Preço, Expedição e Faturamento.
- Entender os relatórios da situação comercial atual.

## Público Alvo

- Consultores SAP

## Pré-requisitos

### Recomendado:

- Conhecimento da área de negócio respectiva.

## Componente de software

- ERP ECC

## Conteúdo do curso x perfis funcionais

- **Vendedores**
  - ✓ Cotações, ordem de venda, programa de remessas, contrato, relatórios e análises de vendas e distribuição
- **Administrador de Vendas**
  - ✓ Registros de condição de preços e ordens em atraso
- **Expedidor de Mercadorias**
  - ✓ Documento de entrega, picking, saída de mercadoria e devoluções e reclamações.
- **Faturista**
  - ✓ Documentos de faturamento

## Notas

- Duração do curso: 20 horas

# SAP125 SAP Navigation 2005

**Course version: 2006/Q2**

## Course Goals

- This course will prepare you to:
  - familiarize with key terms
  - navigate within the SAP system.

## Target Audience

- Beginner users
- Project team members
- Project leaders
- Support personnel
- SAP consultants
- Technical consultants
- Sales
- Super users
- End users

## Prerequisites

### Recommended:

- There are no required prerequisites for taking this course; however, it is recommended that learners have a basic knowledge of Windows.

## Software Component(s) and Release(s)

- ERP ECC 6.0

## Course Content

- The SAP Navigation 2005 course is designed to familiarize learners with key terms and how to navigate within the SAP system. You will be introduced to the key areas of SAP screens, fields, and features. You will also be introduced to ways in which you can obtain additional help, modify and customize the look of your SAP system, as well as apply more advanced skills.

## Notes

- Course length: 2 hours

# ERP001 Management Empowered by mySAP ERP

**Course version: 2005/Q2**

## Course Goals

- This course will prepare you to:
  - Explain how mySAP ERP streamlines and accelerates the business processes of a typical organization.
  - Provide an overview of mySAP ERP and its components relevant for Managers, Business and Strategy Consultants.

- Explain how mySAP ERP, powered by SAP NetWeaver, enables integration of various business processes and solutions.
- Explain how mySAP ERP assists an organization in making informed business decisions with accurate data reporting and analytics.
- Explain how SAP BW Business Planning and Simulation (SAP BW-BPS) assists in strategic and operational planning and decision making.
- Give examples of how mySAP ERP Operations increases employee productivity.

### Target Audience

- Executives and Managers
- Business & Strategy Consultants
- People interested in mySAP ERP
- Client Cross Functional Users
- Project Team Members
- Super Users

### Prerequisites

#### Essential:

- None

#### Recommended:

- First Experience in SAP Navigation
- - [\(covered i.e. by e-learning SAP125 SAP Navigation 2005 \)](#)
- Overview of SAP Business Solutions
- - [\(covered i.e. by e-learning SAP130 Solutions Powered by SAP or](#)
- - [classroom course SAP01 SAP Overview \)](#)

### Software Component(s) and Release(s)

- MYSAP ERP

### Course Content

- mySAP ERP - Overview, positioning and components
- mySAP ERP powered by SAPNetWeaver and its components.
- Highlighted Analytics & Reporting functionality in BW and SEM for improved business decision making and control.
- Strategic Business Planning in BW-BPS and Planning Integration aspects with other components.
- Highlight how mySAP ERP helps to increase the user productivity by decreasing efforts through automation, centralization and standardization. This will be explained with several examples like e-Procurement, RFID and Mobile Sales.

### Notes

- Course length: 4 hours

## SAP200 Order to Cash

**Course version: 2004/Q4**

## Course Goals

- Make informed business decisions that are founded on a conceptual understanding of SAP's Order to Cash business solutions
- Bring your SAP Order to Cash product knowledge to a baseline level that will enable you to participate effectively in more detailed courses.
- Identify how a company can use SAP solutions to support and optimize its Order to Cash business process.

## Target Audience

- Those new to SAP
  - Project team
  - End users
  - SAP consultants
- Super users (particularly who need to learn another business process outside their specialty)
- IT business analysts

## Prerequisites

### Essential:

- SAP e-Learning Advisor
- Solutions Powered by SAP
- SAP Basic Navigation Features

### Recommended:

- Basic knowledge of HR functions and terms
- Working knowledge of Microsoft office and internet browsers

## Course Content

- Marketing and Campaign Management
- Sales Processing – Customer View
- Sales Processing – How it Works
- Logistics Execution of Customer Sales
- Billing/Invoicing Your Customer
- Addressing Customer Sales Queries
- Customer Payment/Accounts Receivable
- Sales Management Reports

## Notes

- Format for this course is eLearning
- Course length: 8 hours

## SM001 Introduction to SAP Solution Manager

**Course version: 2006/Q2**

## Course Goals

- This course will prepare you to:

- Define the concept of the SAP Solution Manager
- Discuss the tools provided by the SAP Solution Manager

### **Target Audience**

- Consultants
- Project Managers
- Project Team Leads
- Project Team Members
- IT Service Desk Managers
- IT Service Desk Members

### **Prerequisites**

#### **Essential:**

- Basic knowledge of SAP systems

### **Software Component(s) and Release(s)**

- SOL.MAN 4.0

### **Course Content**

- This course is meant to familiarize you with the principles and terminology of the SAP Solution Manager. You will be introduced to the benefits of using the SAP Solution Manager during the implementation of your SAP solutions and during ongoing support and operations.

### **Notes**

- Course length: 2 hours