

SAP CCP Sales («SAPVK»)

This course provides you with the tools you need to carry out the tasks that arise in sales effectively and in line with the system. The knowledge is implemented using numerous examples and supplemented with tips and tricks from the SAP experts.

Duration: 2 days

Price: 1'600.–

Course documents: SAP courseware

Content

1. Organizational units
 - Client
 - Company code
 - Plant
 - Storage location
 - Organizational units in sales
 - Organizational units biz:ADES Enterprise
2. Master data
 - Material master data
 - Customer master data
 - Condition master data
3. Sales documents
 - General
 - Orders
 - Availability check
4. Delivery documents
 - Outbound delivery
 - Shipping point determination
 - Delivery processing
 - Picking
5. Inventory management
 - Stock overview
 - Stock level
 - Current stock/requirements list
6. Invoicing
 - Effects of the billing document
 - Create, change, display billing document
 - Billing stock
 - List of billing documents
 - Output billing documents

Key Learnings

- Knowing how to process sales and distribution using the example of a standardized sales and distribution process
- Understanding the most important functions in the process chain «sales order to invoicing» in the SAP system
- Gaining an insight into the integration with the warehouse and financial accounting areas
- Practical experience through case studies on the SAP system
- Demonstrating your SAP know-how on the job market, thanks to the SAP Competence Passport

Practical courseware supports the participants and is available to them later as an auxiliary tool and reference work. In illustrative case studies on the SAP system, participants gain their own practical experience.

Target audience

This course is aimed at SAP beginners in sales.

Certification

In the afternoon of the last day of the course, the course concludes with the SAP Competence Pass – SAP ST (Sales Tasks) exam. The exam is electronic, available in German, lasts one hour and includes a total of 40 questions with a pass rate of 60% (at 80%, participants receive a distinction). German language skills at C1 level are required. No aids are permitted. It is an online exam with screen simulation (small SAP transactions are processed on the screen).

The exam is included in the course price. An exam repetition is subject to a fee.

The exam of the on-site and remote participants takes place at the same time. To ensure that technically everything runs smoothly during the remote exam, you will receive further information in advance. System requirements for the exam are:

- PC/notebook (no tablet or mobile device)
- Windows or macOS
- Webcam for PC
- Active microphone

Video and audio must be on throughout the exam. The camera must be pointed at the exam candidate. The exam session will be recorded. Documents may not be used in the exam. The exam will be administered via Zoom. At the end of the exam, the exam result is displayed immediately.

Additional information

The training takes place on the SAP ERP 6.0 EHP7 system.

Any questions?

We are happy to advise you on +41 44 447 21 21 or info@digicomp.ch. You can find detailed information about dates on www.digicomp.ch/courses-business-applications/sap/course-sap-ccp-sales