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Mainstream Institute(ISO 9001:2008) is a prestigious leading training organisation being located In Nayapalli, Bhubaneswar.

Course Content

Basics

- · Introduction to ERP/SAP

- · Three Tier Architecture

- · Sales Overview

Enterprise structure

- · Define Organizational units

- · Assign Organizational Units

Master Data

- · Account groups, Number Ranges

- · Partner Determination

- · Customer Master Data

- · Material Master Data

- · Customer Material Info Record

- · Conditions Master Data

Determinations

- · Item Category Determination

- · Schedule Line Category Determination

- · Shipping Point Determination

- · Picking Location Determination

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·   Pricing Determination

Sales Process

·   Forward Sales Cycle

·   Reversal Cycle

Complaints

·   Returns Cycle

·   Credit Memo Request ,Debit Memo Request

·   Subsequent Delivery Free of charge

·   Invoice Correction Request

Document Type Controls Processing

·   Sales Document Types

·   Sales Document Structure

·   Delivery Document Types

·   Billing Document Types

Copy Controls

·   Sales to Sales

·   Sales to Delivery

·   Sales to Billing

·   Billing to Sales

Basic Functions

- Taxes
- Incompletion Procedure
- Product Proposal
- Item Proposal
- Bill of Material (BOM)
- Material Determination

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- Listing/Exclusion
- Cross selling
- Output Determination
- Free Goods
- Pricing
- Field Catalogue , Condition Tables ,Access Sequence,
- Condition Types , Procedure ,Condition Records

- Pricing Determination
- Price ,Discounts ,Taxes ,Surcharges,Freight,Rebate
- Condition Exclusion groups for pricing
- Condition Supplement
- Configuring Pricing reports
- Output Determination
- Order blocks ,Credit Blocks, Delivery Blocks & Billing Blocks
- Availability Check and Transfer of requirements
- Back Order Processing
- Forward Scheduling and Backward scheduling
- Route Determination
- Document Flow
- Document Grouping and splitting Criteria

Outline Agreements

Contracts

    Quantity Contracts

    Value Contracts

    Service Contracts

    Master Contracts

·   Scheduling Agreements

Logistics General

·   Batch Management

·   Variant Configuration

·   Handling Unit Management

Logistics Execution

·   Basic Shipping Functions

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· Shipping Conditions ,Picking and PGI

· Packing

Single Level Packing

Multi Level Packing

Returnable Packing

· Route Determination

Billing

· Billing Documents

· Payment Cards

· Billing Plan

Finance Integration

· Revenue Account Determination

· Credit management

· Rebate Processing

Material Management Integration

· Stock Posting

· Stock Transfers

· Third Party sales

· Individual Purchase Order

Business Interaction with domain Functionality for Special Process

· Inter Company Sales

· Cash sales & Rush Order

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- Consignment s

- Make to Order (MTO)

- Make to Stock (MTS)

Data Dictionary

Reports

SAP-CIN

Domain :Basics of Direct 7 Indirect Taxes

- Introduction of CIN

- In detail Sales tax Scenarios in domain

- Introduction of Excise duties ,Excise registers , sales taxes and reports

- Process flow of QTC (Quote to cash) and PTP (procure to pay) with CIN

CIN MENU

- Introduction of reports w.r.t CIN

- CIN master data –FI,SD,MM

- Entire configuration of CIN

SD

- Domestic Sales

- Export Sales

- Deemed export Sales

- Depot Sales ARE -1&ARE-3

- Form Assignments

SD & MM

- Excise register RG23A Part 1/Par2

- RG23C Part 1/Par2

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· RG23D Part 1/Par2, PLA ,RT12 ,ER1 ,ER4

MM

· Local Purchases

· Consumable Procurement

· Service Procurement

· Asset Procurement

· Import Purchases

· Stock transfers including Intra com and Inter Company STO`s

· Complaints

FI

· Excise Accounting determination

· Sales Tax account determination with Business Place Concept

· Monthly Utilization of CENVAT & Service Tax Reports

MM –SD –FI

· Sales tax Input & Out Put

· Entire Configuration of CIN