



ENTERPRISE STRUCTURE By Manoj Tony...

Key Configuration Document...



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ENTERPRISE STRUCTURE QUESTIONS: -

Interview Questions:-

1. Please brief me about your enterprise structure ?

Answer - In our implementation project we have -

- 1 company code
- 2 Sales organization [Domestic & Export Sales organization]
- 7 Distribution Channel [Dealer, Whole seller, Direct sales, Service sales, Institutional sales, Stock Transport Order, Scrap sales, Asset Sales]
- 4 Division [Food & Drinks , Personal Care, Home Care & Water Purifier]
- 28 Sales offices
- 4 Sales group
- 49 Plants
- Each Plant 4 storage locations - [Raw Material, Semi-finished, finished & Return goods]
- Each Plant we have 1 shipping point.

2. What is sales line?

Answer - Sales Organization + Distribution channel.

3. What is sales area?

Answer - Sales Organization + Distribution Channel + Division

4. What is the importance of ES?

Answer - It consists of some organizational units which, for legal reasons or for other specific business-related reasons or purposes, are grouped together.

- Without organization units we can't create master data
- Transactional Data can be created without organizational units.
- All reports will be generated through organizational units.



5. What is the highest organization unit for SD consultant?

Answer - Sales Organization

6. What is the highest organization unit for FI consultant?

Answer - Company code.

7. What is the highest organization unit for CO consultant?

Answer - Company code

8. What is the highest organization unit for MM consultant?

Answer - Plant

9. What is the highest organization unit for PP consultant?

Answer - Plant

10. What is the relationship between company code & sales org.?

Answer - One to Many.

11. What is the relationship between company code & plant?

Answer - One to Many.

12. What is the relationship between sales org. distribution channel?

Answer - Many to Many.

13. What is the relationship between division & sales org.?

Answer - Many to Many.

14. What is the relationship between plant & shipping point. ?

Answer - One to Many

15. What is the relationship between sales office & sales group ?

Answer - Many to Many.

16. What is the relationship between company code & credit control area ?

Answer - One to One or One to Many

17. Business wanted to add new sales org. please tell me the SD configuration steps for same ?

Answer -

- Define sales organization
- Assign Sales Organization to company code
- Assign distribution channel to sales organization
- Assign division to sales organization



- Set up sales area
- Assign sales office to sales area
- Assign sales organization - distribution channel - plant
- Assign sales area to credit control area
- Pricing procedure determination
- Assign Sales Area To Sales document type.

18. Business wanted to add new distribution channel then please tell me the SD configuration steps for same ?

Answer -

- Define Distribution channel
- Assign distribution channel to sales organization
- Set up sales area
- Assign sales organization - distribution channel - plant
- Assign sales area to credit control area
- Pricing procedure determination
- Assign Sales Area To Sales document type.

19. Business wanted to add new division then please tell me the SD configuration steps for same ?

Answer -

- Define Division
- Assign division to sales organization
- Set up sales area
- Assign sales office to sales area
- Pricing procedure determination
- Assign Sales Area To Sales document type.



20. Business wanted to add new sales office then please tell me the SD configuration steps for same ?

Answer -

- Define Sales Office
- Assign sales office to sales area
- Assign sales group to sales office

21. What is distribution channel & how many distribution channel do you have in your current client?

Answer - Way of distributing goods to end customer. We have 9 distribution channel.

- Dealer
- Whole seller
- Institution
- Direct
- STO
- E-commerce
- Scrap Sales
- Service Sales
- Asset sales

22. What is division?

Answer - Product Line.

23. What is sales organization & why we are using domestic & export sales org.?

Answer -

- Better reporting purpose
- Discount
- Different Pricing Procedure due to different taxes.



24. Who is responsible to define shipping point?

Answer - SD Consultant is responsible to define shipping point

25. What is the length of shipping point?

Answer - 4

26. Your client is having 2 sales org, 6 distribution channel & 5 division then please tell me how many sales area & how many sales line do you have ?

Answer -

27. What is the length of sales group & which consultant is responsible to define sales group ?

Answer - SD Consultant is responsible to define sales group. Length is 4 digits code.

28. For which organization units we maintain factory calendar?

Answer -

- Sales organization
- Plant
- Shipping point

29. What is the significance of ALE data in sales organization?

Answer - To create automatic PO in HIGH SEA SALE & IPO.

30. Why we are using number of distribution channel instead of one?

Answer - Reporting purpose

31. Please tell me the SD configuration for ENTERPRISE STRUCTURE?

Answer - SD Consultant is responsible to define

- SALES ORGANIZATION
- DISTRIBUTION CHANNEL
- DIVISION
- SALES OFFICE
- SALES GROUP
- SHIPPING POINT



32. What is the fulform of ALE?

Answer - Application Lining Enabling.

33. How many maximum numbers of email id I can add in sales organization?

Answer - You can add as per your requirement.

34. How many company code you have created in your implementation project?

Answer - Company code has been created by FI Consultant.

35. How you have prepared AS-IS document for your enterprise structure?

Answer - Yes.

36. Can I use one shipping point to multiple plants?

Answer - Yes if shipping plants are in same location but we recommend to define separate shipping point for each plant.

37. Can I use one storage location to multiple plants?

Answer - Yes.

38. For which organizational unit we assign it in define step itself?

Answer - Plant to Storage location.