Chapter 05: Fulfillment

GBI Configuration Advanced

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| **MOTIVATION**  In this exercise, you will do the following for the Fulfillment processes:   1. Configure the enterprise structure 2. Configure the business rules and parameters 3. Setup up necessary master data 4. Test the processes |
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| **ACKNOWLEDGEMENT**  These are enhanced versions of the GBI configuration exercises initially developed by Simha R. Magal, Stefan Weidner, and Tom Wilder.  These exercises include complex configuration concepts discussed in the book, *Business Process Configuration with SAP ERP* (Epistemy Press, 2020). |

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| **PRODUCT**  SAP S/4HANA 1709 |
|  |
| **REVISED**  06/09/2020 |
|  |
| **FOCUS**  Fulfillment |
|  |
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|  |
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| --- |
| **PREREQUISITES**   1. You should be familiar with navigation in SAP S/4HANA. 2. You should be familiar with executing procurement processes in SAP S/4HANA |



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1. Enterprise Structure

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* 1. Define Sales Organization

In this section, you will create two Sales Organizations that will eventually be associated with your Company Code. You will need Sales Organizations to sell and distribute products - or services - within a specific geographic area. GBI has two Sales Organizations within the US: US East (UE##) and US West (UW##).

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Definition  Sales and Distribution  define, copy, delete, check sales organization

1. What is the T-Code to define the sales organization?  
          
   * 1. In the *“Select Activity”* pop-up, double-click on *“Define Sales Organization”*.
     2. In the *“Change View “Sales organizations”: Overview”* screen, click New Entries .
     3. In the *“New Entries: Details of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Organization | Unit responsible for the sales of certain products. | UE## |
| Name | Name | ## US East |
| Statistics currency | Currency that the system automatically proposes for statistics that you generate for an organization. | *United States Dollar* |
| Address text name | Text name for form text module short address. | ARDS\_SENDER |
| Letter header text | Text name for form text module letter header. | ARDS\_HEADER |
| Footer lines text | Text name for formula text module footer lines. | ARDS\_FOOTER |
| Greeting text name | Text name for form text module: Greeting |  |
| Sales org.calendar | Sales organization calendar. | *USA* |
| Rebate proc.active | Controls whether rebate processing is active. | Selected |

* + 1. Click Next Entry .
    2. In the *“Information”* pop-up, click continue .
    3. In the *“Edit Address: UE##”* pop-up, click cancel .
    4. In the *“Cancel Address Editing”* pop-up, click Yes .
    5. In the *“New Entries: Details of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Organization | Unit responsible for the sales of certain products. | UW## |
| Name | Name | ## US West |
| Statistics currency | Currency that the system automatically proposes for statistics that you generate for a particular organization. | *United States Dollar* |
| Address text name | Text name for form text module short address. | ARDS\_SENDER |
| Letter header text | Text name for form text module letter header. | ARDS\_HEADER |
| Footer lines text | Text name for formula text module footer lines. | ARDS\_FOOTER |
| Greeting text name | Text name for form text module: Greeting | ARDS\_SIGNATURE |
| Sales org.calendar | Sales organization calendar. | *USA* |
| Rebate proc.active | Controls whether rebate processing is active. | Selected |

* + 1. Click Save .
    2. In the *“Information”* pop-up, click continue .
    3. In the “Edit Address: UW##” pop-up, click cancel .
    4. In the *“Cancel Address Editing”* pop-up, click Yes .
* You will receive a message that says, “*Data was saved”*.
  1. Assign Sales Organization to Company Code

In this section, you will associate your two US Sales Organizations to your Company Code. Sales transactions eventually lead to financial transactions. This association provides the link between revenue and other sales data, and the General Ledger of your Company Code. A Sales Organization can be associated with one – and only one – Company Code.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Sales and Distribution  Assign sales organization to company code

1. What is the T-Code to assign a sales organization to a company code?  
          
   * 1. In the *“Change View “Assignment Sales Organization – Company Code”: Overview”* screen, complete the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| Name | Name | ## US East |
| CoCd | The company code to which the sales org is assigned | *Your Global Bike Inc.* |
|  |  |  |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| Name | Name | ## US West |
| CoCd | The company code to which the sales org is assigned | *Your Global Bike Inc.* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
* If other students have not yet assigned their sales organizations to their company codes, you may get a message “Fill in all required entry fields” with the empty company code fields highlighted. If you receive this message, fill in the appropriate company code for your fellow students and let them know of the step.
  1. Assign Distribution Channel to Sales Org

In this section, you will associate Distribution Channels to your two Sales Organizations. These Distribution Channels already exist in your SAP instance. You will need Distribution Channels to get products or services to reach the customer. Notice that both of GBI’s US Sales Organizations (UE##, UW##) can sell through the ***Wholesale*** Distribution Channel, however only the US West Sales Organization (UW##) can sell through the ***Internet*** Distribution Channel.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Sales and Distribution  Assign distribution channel to sales organization

1. What is the T-Code to assign distribution channels to a sales organization?  
         
   * 1. In the *“Change View “Assignment Sales Organization – Distribution Channel”: Ov”* screen, click .
     2. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| DChl | Way in which products reach the customer | *Wholesale* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Wholesale* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Internet* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  + 1. Click Back .

1. What are the distribution channel options for UW00?  
          
2. What are the distribution channel options for UE00?  
          
   1. Assign Division to Sales Organization

In this section, you will associate Divisions to your two Sales Organizations. These Divisions already exist in your SAP instance. You will associate both the Bicycle and the Accessories Divisions to both of GBI’s US Sales Organizations (UE## and UW##). This indicates that both bikes and accessories can be sold in both Sales Organizations.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Sales and Distribution  Assign division to sales organization

1. What is the T-code to assign division to sales organization?  
          
   * 1. In the *“Change View “Assignment Sales Organization – Division”: Overview”* screen, click New Entries .
     2. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| Dv | A way of grouping products | *Accessories* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| Dv | A way of grouping products | *Bicycles* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| Dv | A way of grouping products | *Accessories* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| Dv | A way of grouping products | *Bicycles* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Set Up Sales Area

In this section, you will set up six Sales Areas. A Sales Area consists of a unique combination of Sales Organization, Distribution Channel and Division. Sales Area is a key concept in the Quote-to-Cash business process. A valid Sales Area is required to create a Customer or to enter any sales transaction (Sales Order, Return Order, etc.) within your Company Code.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Sales and Distribution  Set Up Sales Area

1. What is the T-code to set up a sales area?  
          
   * 1. In the *“Change View “Assignment Sales Org. – Distribution Channel - Division”:”* screen, click New Entries .
     2. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycles* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Internet* |
| Dv | A way of grouping products | *Accessories* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Internet* |
| Dv | A way of grouping products | *Bicycles* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| **Next Line** | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycles* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Assign Sales Organization to Distribution Channel to Plant

In this section, you will associate your Sales Organizations and Distribution Channels to your three Plants. In the Quote-to-Cash business process, customer orders are shipped from a ***delivering plant***. Thus, each combination of Sales Organization and Distribution Channel must be associated with a valid Plant. For example, you will set up your Miami DC (MI##) as the ***delivering plant*** for GBI’s wholesale orders from their US East Sales Organization.

* + 1. In the “SAP Easy Access” screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Sales and Distribution  Assign Sales Organization – Distribution Channel - Plant

1. What is the T-code to assign sales organization to distribution channel to plant?  
          
   * 1. In the *“Change View “Assignment Sales Organization/Distribution Channel – Plan”* screen, click New Entries .
     2. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| DChCust/Mt | Specifies a distribution channel to reference | *Wholesale* |
| Plnt | Key that uniquely identifies a plant | *Your DC Miami* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US East* |
| DChCust/Mt | Specifies a distribution channel to reference | *Wholesale* |
| Plnt | Key that uniquely identifies a plant | *Your Plant Dallas* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChCust/Mt | Specifies a distribution channel to reference | *Internet* |
| Plnt | Key that uniquely identifies a plant | *Your Plant Dallas* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChCust/Mt | Specifies a distribution channel to reference | *Wholesale* |
| Plnt | Key that uniquely identifies a plant | *Your Plant Dallas* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChCust/Mt | Specifies a distribution channel to reference | *Internet* |
| Plnt | Key that uniquely identifies a plant | *Your DC San Diego* |
| Next Line | | |
| SOrg. | Organizational unit responsible for the sales of products. | *Your US West* |
| DChCust/Mt | Specifies a distribution channel to reference | *Wholesale* |
| Plnt | Key that uniquely identifies a plant | *Your DC San Diego* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Define Shipping Point

In this section, you will create Shipping Points that will eventually be associated with your Plants. You will need your shipping point to ship goods to customers and receive goods from vendors.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Definition  Logistics Execution  Define, Copy, Delete, Check Shipping Point

1. What is the T-Code to define a shipping point?  
          
   * 1. In the *“Select Activity”* pop-up, double-click on *“Define shipping point”*.
     2. In the *“Change View “Shipping Points”: Overview”* screen, click New Entries .
     3. In the *“New Entries: Details of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Shipping Point | Location from which you ship the item. | DL## |
| Description | Description of the preference zone. | SP ## Dallas |
| Factory Calendar | Identifies the factory calendar that is valid. | *USA* |
| Determine Load. Time | Indicates whether the system automatically determines a loading time (how long it takes to load the goods) when you process deliveries. | *Default from shipping point* |
| Det.Pick/Pack Time | Indicates whether the system automatically determines a time estimate for picking and packing when you process deliveries. | *Default from shipping point* |

* + 1. Click Next Entry .
    2. In the *“Edit address: DL##”* pop-up, click close .
    3. In the *“Cancel address maintenance”* pop-up, click .
    4. In the *“New Entries: Details of Added Entries”* screen, repeat steps I.7.4 – I.7.7 for your Miami and San Diego shipping points. Use the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Shipping Point | Location from which you ship the item. | MI## |
| Description | Description of the preference zone. | SP ## Miami |
| Factory Calendar | Identifies the factory calendar that is valid. | *USA* |
| Determine Load. Time | Indicates whether the system automatically determines a loading time (how long it takes to load the goods) when you process deliveries. | *Default from shipping point* |
| Det.Pick/Pack Time | Indicates whether the system automatically determines a time estimate for picking and packing when you process deliveries. | *Default from shipping point* |
| Next Level | | |
| Shipping Point | Location from which you ship the item. | SD## |
| Description | Description of the preference zone. | SP ## San Diego |
| Factory Calendar | Identifies the factory calendar that is valid. | *USA* |
| Determine Load. Time | Indicates whether the system automatically determines a loading time (time) it takes to load the goods) when you process deliveries. | *Default from shipping point* |
| Det.Pick/Pack Time | Indicates whether the system automatically determines a time estimate for picking and packing when you process deliveries. | *Default from shipping point* |

1. When you determine loading time what does load time A represent?  
          
   * 1. Click Save .
     2. In the *“Edit address: SD##”* pop-up, click close .
     3. In the pop-up, click .

* You will receive a message that says, “Data was saved”.
  1. Assign Shipping Point to Plant

In this section, you will associate each of your three Shipping Points to its corresponding Plant. Shipping transactions can only take place at a location where materials are stored. Therefore, it is important to define an appropriate Shipping Point to each Plant.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide Enterprise Structure  Assignment  Logistics Execution  Assign shipping point to plant

1. What is the T-Code to assign a shipping point to a plant?  
          

* Notice that your plants do not have a shipping point associated with them.
  + 1. In the *“Shipping Points -> Plants: Overview”* screen, click on *“DL##”*.
    2. Click Assign .
    3. In the *“Shipping Points -> Plants: Choose Shipping Point”* pop-up, select the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| DL## | SP ## Dallas | Selected |

* + 1. Click Copy .
    2. Verify that Your Dallas was assigned to Your Plant Dallas by scrolling up slightly.
    3. In the *“Shipping Points -> Plants: Overview”* screen, click on *“MI##”*.
    4. Click Assign .
    5. In the *“Shipping Points -> Plants: Choose Shipping Point”* pop-up, select the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| MI## | SP ## Miami | Selected |

* + 1. Click Copy .
    2. In the *“Shipping Points -> Plants: Overview”* screen, click on *“SD##”*.
    3. Click Assign .
    4. In the *“Shipping Points -> Plants: Choose Shipping Point”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SD## | SP ## San Diego | Selected |

* + 1. Click Copy .
    2. Click Save .
* You will receive a message that says, “Data was saved”

1. Rules and Parameters

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* 1. View Defined Shipping Conditions

In this section, you will explore your shipping conditions. Shipping conditions are conditions under which a shipment is sent to a customer.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Logistics Execution  Shipping  Basic Shipping Functions  Shipping Point and Goods Receiving Point Determination  Define Shipping Conditions

1. What is the T-Code to define shipping conditions?  
          
   * 1. In the *“Display View “Shipping Conditions”: Overview”* Screen, notice the defined Shipping conditions in the system.
2. What is the description of the 01 Shipping Condition?  
          
3. What is the description of the 02 Shipping Condition?  
          
   * 1. Click the New Session button on the Standard Toolbar .
     2. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu  Logistics  Sales and Distribution  Master Data  Business Partner  Customer  Display  Complete

1. What is the t-code to display a customer?  
          
   * 1. In the *“Customer Display: Initial Screen”* screen, enter in the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Customer | A unique key used to clearly identify the customer within the SAP system. | 1000 |
| Company Code | The [company code](sapevent:DOCU_LINK\GL:company_code) is an organizational unit within financial accounting. | US00 |
| Sales Organization | An organizational unit responsible for the sale of certain products or services. | UW00 |
| Distribution Channel | The way in which products or services reach the customer. | WH |
| Division | A way of grouping materials, products, or services. | BI |

* + 1. Click Continue .
    2. In the *“Display Organization: 701000, role FI Customer FLCU00”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Display in BP role |  | Customer FLU01 |

* + 1. In the *“Display Customer: General Data”* screen, click on Sales and Distribution .
    2. Click Sales Areas.
    3. Highlight UW00 WH BI and click Transfer 
    4. Click on the Shipping Tab .

1. What is the shipping condition for this customer?  
          
   * 1. Exit the transaction .
     2. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu  Logistics  Sales and Distribution  Sales  Order  Create

1. What is the T-code to create a sales order?  
          
   * 1. In the *“Create Sales Order: Initial Screen”* Screen, enter in the following information:

|  |  |  |
| --- | --- | --- |
| Attribute | Description | Data Value |
| Order Type | A classification that distinguishes between different types of [sales document](sapevent:DOCU_LINK\GL:sales_document). | OR |
| Sales Organization | An organizational unit responsible for the sale of certain products or services. | UW00 |
| Distribution Channel | The way in which products or services reach the customer. | WH |
| Division | A way of grouping materials, products, or services. | BI |

* + 1. Press Enter .
    2. In the *“Create Standard Order: Overview”* Screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| Attribute | Description | Data Value |
| Sold-To Party | The customer who orders the goods or services. The sold-to party is contractually responsible for sales orders. | 1000 |
| Ship-To Party | The party who receives delivery of the goods. | 1000 |
| Cust. Reference | Number that the customer uses to uniquely identify a purchasing document (e.g. an inquiry or a purchase order). | 2130 |

* + 1. Click the *“Display doc. Header Details”* button 
    2. Click on the Shipping Tab .

1. What is the shipping condition?  
          
2. Why is the shipping condition in the customer master data and in the standard order data?  
          
   * 1. When Exiting this transaction Do Not save the data.
   1. View Defined Loading Groups

In this section, you will view the loading groups that have already been defined in the system. Loading groups are assigned to the material master record.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Logistics Execution  Shipping  Basic Shipping Functions  Shipping point and Goods Receiving Point Determination  Define Loading Groups

1. What is the T-Code to define loading groups?  
          
   * 1. In the *“Display View “Routes: Loading Groups”: Overview”* screen, answer the following questions:
2. How many loading groups are there?  
          
3. What are those loading groups?  
          
   * 1. Exit the transaction and follow the navigation path below:

Navigation

SAP Menu  Logistics  Materials Management  Material Master  Material  Display  Display Current

* + 1. In the *“Display Material (Initial Screen)”* Screen, enter in the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Alphanumeric key uniquely identifying the material | *Original Road Helmet* |

* + 1. Press Enter .
    2. In the *“Select View(s)”* pop-up, hit the Deselect All button. 
    3. Select *“Sales: General/ Plant Data”*.
    4. Press Enter .
    5. In the *“Organizational Levels”* screen, enter the following Information

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Plant | Key uniquely identifying a plant. | *Original Miami Plant* |

* + 1. Press Enter .

1. What is the loading group?  
          
   1. Shipping Point Determination – Assign Shipping Point with Loading Groups

In this section, you will associate a Shipping Point with a combination of Shipping Condition, Loading Group, and Plant. This allows GBI’s Plants to use the same Shipping Point for similar shipments. ***Shipping conditions*** identify the general shipping strategy for material to a customer. The ***standard shipping condition*** has already been defined in your SAP instance. ***Loading groups*** classify materials based on the equipment required to load the goods. ***Forklift*** and ***handlift*** have already been defined as ***loading groups*** in your SAP instance.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Logistics Execution  Shipping  Basic Shipping Function  Shipping Point and Goods Receiving Point Determination  Assign Shipping Points

1. What is the T-code to assign shipping points?  
          
   * 1. In the *“Change View “Shipping Point Determination”: Overview”* screen, click .
     2. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Forklift* |
| Plnt | Key uniquely identifying a plant | *Your Plant Dallas* |
| PrShP | Shipping point the system automatically proposes | *Your SP Dallas* |
| Next Line | | |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Handcart* |
| Plnt | Key uniquely identifying a plant | *Your Plant Dallas* |
| PrShP | Shipping point the system automatically proposes | *Your SP Dallas* |
| Next Line | | |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Forklift* |
| Plnt | Key uniquely identifying a plant | *Your DC Miami* |
| PrShP | Shipping point the system automatically proposes | *Your SP Miami* |
| Next Line | | |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Handcart* |
| Plnt | Key uniquely identifying a plant | *Your DC Miami* |
| PrShP | Shipping point the system automatically proposes | *Your SP Miami* |
| Next Line | | |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Forklift* |
| Plnt | Key uniquely identifying a plant | *Your DC San Diego* |
| PrShP | Shipping point the system automatically proposes | *Your SP San Diego* |
| Next Line | | |
| SC | General shipping strategy for delivery of goods. | *Standard* |
| LGrp | Grouping of materials with the same loading requirements | *Handcart* |
| Plnt | Key uniquely identifying a plant | *Your DC San Diego* |
| PrShP | Shipping point the system automatically proposes | *Your SP San Diego* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Pricing Procedures – View Condition Types

In this section, you will view condition types. The condition type is a representation of your daily pricing activities. For example, you can define a different condition type for each kind of price, discount or surcharge that occurs in your business transactions.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define Condition Types

1. What is the T-Code to define condition types?  
          
   * 1. In the *“Select Activity:”* screen, double click on *“Set Pricing Condition Types”*.
2. What does PR00 stand for?  
          
3. What does PSPM stand for?  
          
   * 1. Exit the current transaction and follow the navigation path below:

Navigation

SAP Menu  Logistics  Sales and Distribution  Master Data  Conditions  Display

1. What is the T-Code to display condition types/records?  
          
   * 1. In the *“Display Conditions Records”* screen, follow the navigation path below:

Navigation

Prices  Material Price

1. What is the condition type for material price?  
          

* Remember this step for during testing, you will be able to see in practice when you create a sales order.
  1. Pricing Procedures – View Defined Condition Tables

In this section, you will view the already defined condition tables. Condition types defined for different combinations of fields. You will open and view a condition table and condition record to better understand their connection.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define Condition Tables

1. What is the T-Code to display condition tables?  
          
   * 1. In the *“Select Activity:”* pop-up, double click on *“Display Condition Tables”* .
     2. In the *“Display Condition Table (Pricing Sales/Distribution)”* screen, click the search box next to the *“Table”* input box.
2. What is the description of Table Option 002?  
          
3. What is the description of Table Option 004?  
          
4. What is the description of Table Option 005?  
          
5. What is the description of Table Option 006?  
          
6. What is the description of Table Option 007?  
          
   * 1. In the *“Table (#) 174 entries found”* pop-up, double click on *“004: Material”*.
     2. Press Enter .
7. What are the selected fields?  
          
   * 1. Click the New Session button on the Standard Toolbar .
     2. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Easy Access Menu  Logistics Sales and Distribution Master Data Conditions Display

* + 1. In the *“Display Conditions Records”* screen, follow the navigation path below:

Navigation

Prices  Material Price

1. What are the first three input fields?  
          
2. In the “Display Condition Table” screen, what Selected Fields are the same as the input fields of the “Material Price” screen?  
          
   1. Pricing Procedures – View Pricing Conditions Access Sequence

In this section, you will look at the access for an access sequence PR00. Then you will look at a specific condition table for one of the access and what fields are selected to have priority.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define Access Sequences

1. What is the T-Code to maintain access sequences?  
          
   * 1. In the *“Select Activity:”* screen, double click on *“Maintain Access Sequences”*.
     2. In the *“Information”* pop-up, click continue .
     3. In the *“Display View “Access sequence”: Overview”* screen, scroll down to *“PR00”*.
2. What is the first Description for PR00?  
          
3. What is the second Description for PR00?  
          
   * 1. Highlight the *“PR00”* line by clicking the gray box next to the line.
     2. With *“PR00”* highlighted, double click the *“Accesses”* folder under the dialog structure.
4. What is the first access for PR00?  
          
5. What is the second access for PR00?  
          
6. What is the third access for PR00?  
          
7. What is the fourth access for PR00?  
          
   1. View Defined and Assigned Pricing Procedures

In this section, you are viewing the defined and assigned pricing procedures. There are multiple areas that are dependent on the pricing procedure. These areas include the sale area, customer, and the sales document type.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define and Assign Pricing Procedures

1. What is the T-Code to maintain pricing procedures?  
          
   * 1. In the *“Select Activity”* screen, double click on *“Set Pricing Procedures”*.

* In this transaction, you are viewing the already defined pricing procedure (RVAJUS) and its control data.
  + 1. Highlight the *“RVAJUS”* row (you will need to scroll down).
    2. With the *“RVAJUS”* row highlighted Double click on *“Procedures-Control data”* under the dialog structure.
    3. In the *“Display View “control data”: Overview”* screen, notice that if you scroll through the options you will find *“PR00”* and *“SKTO”* from pervious steps.
    4. Click the New Session button on the Standard Toolbar , and follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define and Assign Pricing Procedures

* + 1. In the *“Select Activity”* screen, double click on *“Set Pricing Procedures”*.
* In this transaction, you are viewing the already defined pricing procedure (PR0000) and its control data.
  + 1. Highlight the *“PR0000”* row (you will need to scroll down).
    2. With the *“PR0000”* row highlighted Double click on *“Control data”*.

1. Which condition types are included in both pricing procedures?  
          
   1. View and Compare Pricing Procedures

In this section, you will be comparing pricing procedures and customer pricing procedures. You will open 3 session windows to explore the pricing procedure and answer the questions.

* Be sure to use your Change/Display button  so you do not change anything in this screen.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define and Assign Pricing Procedures

* + 1. In the *“Select Activity:”* screen, double click on *“Set Pricing Procedure Determination”*.
    2. Scroll down to *“RVAJUS”* in the PriPr column.
* There will be lots of them

1. What is the customer pricing procedure for UE00?  
          
   * 1. Click Back .
     2. In the *“Select Activity:”* screen, double click on *“Set customer pricing procedure”*.
2. What is the first pricing procedure description?  
          
3. What is the second pricing procedure description?  
          
4. What is the G pricing procedure description?  
          
5. What is the N pricing procedure description?  
          
   * 1. Click New Session , and follow the navigation path below:

Navigation

SAP Menu  Logistics  Sales and Distribution  Master Data  Business Partner  Customer  Display  Complete

1. What is the T-code to display customer?  
          
   * 1. In the *“Customer Display: Initial Screen”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Customer | A unique key used to clearly identify the customer within the SAP system. | *The Original Big Apple Bikes* |
| Company Code | The company code is an organizational unit within financial accounting | *The Original Global Bike Inc.* |
| Sales Organization | An organizational unit responsible for the sale of certain products or services | *The Original US East* |
| Distribution Channel | The way in which products or services reach the customer | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Bicycles* |

* + 1. Click Continue .
    2. Use the Display in BP role drop-down menu and select *“Customer FLCU01”*.
    3. Click Sales and Distribution .
    4. Click Sales Area .
    5. Highlight UE00 WH BI and click Transfer .

1. What is this customer’s pricing procedure?  
          
   1. Define and Assign Pricing Procedures

In this section, you will specify the Pricing Procedures used for your Sales Areas (Remember, a Sales Area is a unique combination of Sales Organization, Distribution Channel, and Division). Notice that you can specify the Pricing Procedure by Sales Document (DoPr) or by Customer (CuPP). GBI, however, uses the same Pricing Procedure for all Sales Documents and for all Customers.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Pricing  Pricing Control  Define And Assign Pricing Procedures

* + 1. In the *“Select Activity”* pop-up, select *“Set Pricing Procedure Determination”*.
    2. In the *“Change View “Det. Of Pricing Procedures in Sales Docs.”: Overview”* screen, click New Entries .
    3. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US East* |
| DChl | Way in which products or services reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | *Standard-USA/With Jur.Code* |
| Next Line | | |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US East* |
| DChl | Way in which products or services reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycles* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | Standard-USA/With Jur.Code |
| Next Line | | |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US West* |
| DChl | Way in which products or services reach the customer | *Internet* |
| Dv | A way of grouping products | *Accessories* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | *Standard-USA/With Jur.Code* |
| Next Line | | |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US West* |
| DChl | Way in which products or services reach the customer | *Internet* |
| Dv | A way of grouping products | *Bicycles* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | *Standard-USA/With Jur.Code* |
| Next Line | | |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US West* |
| DChl | Way in which products or services reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | *Standard-USA/With Jur.Code* |
| Next Line | | |
| SOrg. | Org. unit responsible for the sale of certain products. | *Your US West* |
| DChl | Way in which products or services reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycles* |
| DoPr | Key that specifies the pricing procedure for this type of doc | *Standard* |
| CuPP | Determines which pricing procedure the system should apply | *Standard* |
| PriPr. | Determines which condition types can be used in a document and in which sequence they appear. | *Standard-USA/With Jur.Code* |
| CTyp | The condition type | PR00 |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Account Determination – Configure Automatic Postings

In this section, you will configure SAP to automatically post General Ledger transactions associated with the Quote-to-Cash business process. Here you will be configuring the General Ledger accounts associated with the ***Ship Materials*** process step. For example, when Trading Goods are ***Shipped*** (Transaction Key = BSX) the offsetting posting (GBB) will post to the ***Cost of Goods Sold*** General Ledger account.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Materials Management  Valuation and Account Assignment  Account Determination  Account Determination Without Wizard  Configure Automatic Postings

1. What is the T-code to configure automatic postings?  
          
   * 1. In the *“Automatic Posting”* screen, click Account Assignment .
     2. In the *“Configuration Accounting Maintain: Automatic Posts – Procedures”* screen, double-click on GBB.

* You may need to enter your GL## press enter and if this does not take you to the Rules section then click on Rules .
  + 1. In the *“Configuration Accounting Maintain: Automatic Posts – Rules”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| General modification | Add this attribute to Automatic Posting accounts screen. | Selected |
| Valuation modif. | Add this attribute to Automatic Posting accounts screen. | Selected |
| Valuation class | Adds this attribute to Automatic Posting accounts screen. | Selected |

* + 1. Click Save .
* You will receive a message that says, *“Changes have been made”*.
  + 1. In the *“Configuration Accounting Maintain: Automatic Posts - Accounts”* screen, enter the following information:

|  |  |  |  |
| --- | --- | --- | --- |
| **Valuation modif.** | **General modification** | **Valuation class** | **Account** |
| 0001 | VAX | *Trading goods* | *Your Cost of Goods Sold* |
| 0001 | VAX | *Finished products* | *Your Cost of Goods Sold* |

* + 1. Click Save .

You will receive a message that says, *“Changes have been made”*.

* 1. View Revenue Account Determination

In this section, you will be viewing the association between Customer Groups, account assignment groups, account keys, and G/L accounts. You will need to open 3 sessions and rearrange and resize them to compare them to each other.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation 1

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Account Assignment/Costing  Revenue Account Determination  Assign G/L Accounts

1. What is the description for table 003?  
          
   * 1. In the *“Assign “G/L accounts” screen”* screen, double click on the Cust. Grp/Account Key table.
     2. Click New Session , and follow the navigation path below:

Navigation 2

SAP Menu  Logistics  Sales and Distribution  Master Data  Business Partner  Customer  Display  Complete

* + 1. Enter in the following Information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Customer | A unique key used to clearly identify the customer within the SAP system. | *The Original Beantown Bikes* |
| Company Code | Organizational unit within financial Accounting | US00 |
| Sales Organization | An organizational unit responsible for the sale of certain products or services | UE00 |
| Distribution Channel | The way in which products or services reach the customer | WH |
| Division | A way of grouping materials, products, or services | BI |

* + 1. Press continue .
    2. Use the Display in BP role drop-down menu to select Customer.
    3. Select the Sales and Distribution .
    4. Click Sales Area .
    5. Highlight UE00 WH BI and click Transfer .

1. What is the Acct assgmt group?  
          

* + 1. Click New Session , and follow the navigation path below:

Navigation 3

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Account Assignment/Costing  Revenue Account Determination  Assign G/L Accounts

* + 1. In the *“Assign G/L accounts”* screen, double click on the *“Cust. Grp/Account Key”* row.
    2. In the *“Change View “Cust.Grp/Account key” overview”* screen, inside the first AAG input field, click F4.

1. What does the AAG 02 stand for?  
          
   * 1. Go back to the *“Cust. Grp/Account Key”* table.
     2. Inside the *“ActKy”*, field click F4.
2. What does ERL represent?  
          
   * 1. Go back to the *“Cust. Grp/Account Key”* table.
     2. Scroll down to *“GL00 – UW00- 01 – ERL – 600000”*.
     3. Inside the G/L Account, click F4.
3. What account is 600000?  
          
   1. Assign G/L Revenue Accounts

In this section, you will configure SAP to automatically post General Ledger transactions associated with the Quote-to-Cash business process. Here you will be configuring the General Ledger accounts associated with the ***Create Invoice*** process step. For example, when Domestic Revenues (AAG = 01, ActKy = ERL) are ***Invoiced*** in the UE## Sales Organization, the Revenue amounts post to the ***Sales Revenue*** General Ledger account, and Discounts amounts will post to the ***Sales Discount*** General Ledger account.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Account Assignment/Costing  Revenue Account Determination  Assign G/L Accounts

* + 1. In the *“Assign G/L Accounts”* screen, double-click on *“Cust.Grp/MaterialGrp/AcctKey”*.
    2. In the *“Change View “Cust.Grp/MaterialGrp/AcctKey”: Overview”* screen, click on the  icon.
    3. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty. | An account determination type. | *Acct Determ.with CO* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for the sale of products. | *Your US West* |
| AA | The account group to which the system automatically posts the sales document. | *Domestic Revenues* |
| AAG | Material group with same requirements. | *Trading Goods* |
| ActKy | Identifies different types of accounts. | *Revenue* |
| G/L Account | Identifies the general ledger account. | *Your Customer Service Revenue Settlement* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  + 1. Click Exit .
    2. In the *“Assign G/L Accounts”* screen, double-click on *“Cust.Grp/Account Key”*.
    3. In the *“Change View “Cust.Grp/Account Key”: Overview”* screen, click on the  icon.
    4. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty | Identifies an account determination type. | *Account Determ. With CO* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for sale of certain products. | *Your US West* |
| AA | The account group to which the system automatically posts the sales document | *Domestic Revenues* |
| ActKy | Identifies different types of accounts | *Revenue* |
| G/L Account | Identifies the general ledger account | *Your Customer Service Revenue Settlement* |
| Next Line | | |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty | Identifies an account determination type. | *Acct determination* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for sale of certain products. | *Your US East* |
| AAG | The account group to which the system automatically posts the sales document | *Domestic Revenues* |
| ActKy | Identifies different types of accounts | *Revenue* |
| G/L Account | Identifies the general ledger account | *Your Sales Revenue* |
| Next Line | | |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty | Identifies an account determination type. | *Acct determination* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for sale of certain products. | *Your US East* |
| AAG | The account group to which the system automatically posts the sales document | *Domestic Revenues* |
| ActKy | Identifies different types of accounts | *Sales deductions* |
| G/L Account | Identifies the general ledger account | *Your Sales Discount* |
| Next Line | | |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty | Identifies an account determination type. | *Acct determination* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for sale of certain products. | *Your US West* |
| AAG | The account group to which the system automatically posts the sales document | *Domestic Revenues* |
| ActKy | Identifies different types of accounts | *Revenue* |
| G/L Account | Identifies the general ledger account | *Your Sales Revenue* |
| Next Line | | |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty | Identifies an account determination type. | *Acct determination* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for sale of certain products. | *Your US West* |
| AAG | The account group to which the system automatically posts the sales document | *Domestic Revenues* |
| ActKy | Identifies different types of accounts | *Sales deductions* |
| G/L Account | Identifies the general ledger account | *Your Sales Discount* |

* + 1. Click Save .
    2. Click Exit .
    3. In the *“Assign G/L Accounts”* screen, double-click on *“Material Grp/Acct Key”*.
    4. In the *“Change View “Material Grp/Acct Key”: Overview”* screen, click on the  icon.
    5. In the *“New Entries: Overview of Added Entries”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| App | Subdivides the usage of a condition. | *Sales/Distribution* |
| Cnd Ty. | An account determination type. | *Acct Determ.with CO* |
| ChAc | Key that identifies a chart of accounts. | *Your GBI COA* |
| SOrg. | Responsible for the sale of products. | *Your US West* |
| AAG | The account group to which the system automatically posts the sales document. | *Trading Goods* |
| ActKy | Identifies different types of accounts. | *Revenue* |
| G/L Account | Identifies the general ledger account. | *Your Customer Service Revenue Settlement* |

* + 1. Click Save .
* You will receive a message that says, “Data was saved”.
  1. Account Determination – View COGS Account Determination

In this section, you will be viewing account determination for offsetting entry for inventory posting.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Materials Management  Valuation and Account Assignment  Account Determination  Account Determination Without Wizard  Configure Automatic Postings

* + 1. In the *“Automatic Posting”* screen, click Account Assignment .
    2. In the *“Configuration Accounting Maintain: Automatic Posts – Procedures”* screen, scroll down to look at *“GBB”* and double click on it.
    3. In the *“Enter chart of Accounts”* pop-up, enter *“GL00”* in to the pop up menu.
    4. In the *“Configuration Accounting Maintain: Automatic Posts – Accounts”* screen, notice the valuation class.
    5. Click on F4 for Valuation Class and Account.

1. What valuation class is 3000?  
          
2. What is G/L account 780000?  
          
   1. Account Determination – Define Rules by Sales Area

In this section, you will configure SAP to automatically post General Ledger transactions associated with the Quote-to-Cash business process. You will associate sales organization, distribution channel, and division to an account determination rule.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Account Assignment/Costing  Business Area Account Assignment  Define Rules by Sales Area

1. What is the T-code to define rules by sales area?  
          
   * 1. In the *“Change View “Org.Unit: Sales Area – Business Area Determination Rule””* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| SOrg. | Org unit responsible for the sale of certain products | *Your US East* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |
| Next Line | | |
| SOrg. | Org unit responsible for the sale of certain products | *Your US East* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycle* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |
| Next Line | | |
| SOrg. | Org unit responsible for the sale of certain products | *Your US West* |
| DChl | Way in which products reach the customer | *Internet* |
| Dv | A way of grouping products | *Accessories* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |
| Next Line | | |
| SOrg. | Org unit responsible for the sale of certain products | *Your US West* |
| DChl | Way in which products reach the customer | *Internet* |
| Dv | A way of grouping products | *Bicycle* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |
| Next Line | | |
| SOrg. | Org unit responsible for the sale of certain products | *Your US West* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Accessories* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |
| Next Line | | |
| SOrg. | Org unit responsible for the sale of certain products | *Your US West* |
| DChl | Way in which products reach the customer | *Wholesale* |
| Dv | A way of grouping products | *Bicycles* |
| Rule | Specifies how the system determines the business area. | *Business area determination from plant/division (T134G)* |

* You will need to click the F4 button to see the options for the Rule column

1. What is rule 002?  
          
   * 1. Click Save .

* You will receive a message that says, “Data was saved”.
  1. View Control for Availability Check

In this section, you will be viewing how checking group and checking rule are associated with each other.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Customizing Implementation Guide  Sales and Distribution  Basic Functions  Availability Check and Transfer of Requirements  Availability Check  Availability Check with ATP Logic or Against Planning  Configure Scope for Availability Check

1. What is the T-code to view control for availability check?  
          
   * 1. In the *“Change View “Availability Check Control”: Overview”* screen, click in the Avail column then press F4.
2. What is the Avail 02 representing?  
          
   * 1. Press close , then click into the CRI column and press F4.
3. What is Checking Rule A?  
          
   1. Set Up Payment Methods for Payment Transactions

In this section, you will specify which payment methods are to be used in each country. You will then assign this to your Company Code.

Navigation

SAP Customizing Implementation Guide  Financial Accounting  Accounts Receivable and Accounts Payable  Business Transactions  Outgoing Payments  Automatic Outgoing Payments  Payment Method/Bank Selection for Payment Program  Set Up Payment Methods per Company Code for Payment Transactions

* + 1. In the *“Change View “Maintenance of Company Code Data for a Payment Method”: O”* screen, use the grey box to highlight *“D”* underneath US01.
    2. Click Copy As… .
    3. In the *“Change View “Maintenance of Company Code Data for a Payment Method”: D”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Paying co. code | The company code that processes the payment transactions | *Your Global Bikes Inc.* |

* + 1. Press Copy.
    2. Click Save .
    3. Execute the Transaction SM34 in the command field. In the “*View Cluster Editing: Initial Screen*” Enter the cluster - VC\_T042ZL and click on Maintain.
    4. In the “*Change View “Payment Method Country: Overview*”, Select the country US and payment method – “D”
    5. Then click on Details 
    6. Change the Payment method from Outgoing payments to incoming payments
    7. Click Save .

1. Master Data

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[Section 3.2: Create Customer 49](#_Toc506278220)

[Section 3.3: Create Pricing Conditions 53](#_Toc506278221)

* 1. Extended Material Master

In Phase II you created Trading Goods and their procurement view in the material master. You will now add the sales view for each of these Trading Goods by copying the sales view from the material master in Company Code US00 and then specifying the ***delivering plant***.

Please note that:

* SAP uses the ***create material*** transaction (rather than the ***change material*** transaction) to add a view to an existing record in the material master.
* The sales view in the material master is related to the Sales Organization and Distribution Channel. You will need to identify each of these organizational elements when you prepare to copy from Company Code US00.
  + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu  Logistics  Materials Management  Material Master  Material  Create (Special)  Trading Goods

1. What is the T-code to create a trading good?  
          
   * 1. In the *“Create Trading Goods (Initial Screen)”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Alphanumeric key uniquely identifying the material. | *Your Elbow Pads* |
| Industry sector | The branch of industry to which the material is assigned. | Retail |
| Copy from…Material | Material whose data you want the system to copy. | *Original Elbow Pads* |

* + 1. Press ContinueC:\Users\user\Desktop\GRA- Dr. Magal\Spring\Process Exercise snippets\Continue.PNG.
    2. In the *“Select View(s)”* pop-up, hit the Deselect All  button.
    3. Highlight the *“Sales: Sales Org. Data 1”* row.
    4. Highlight the *“Sales: General/Plant Data”* row.
    5. Click Default Setting .
    6. Press Enter.
    7. In the *“Organizational Levels”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Plant | Key uniquely identifying a plant. | *Your DC Miami* |
| Sales Org. | Organizational unit responsible for the sale of certain products or services. | *Your US East* |
| Distr. Channel | How products reach the customer. | *Wholesale* |
| Copy from Plant | Plant of the reference. | *DC Miami* |
| Copy from Sales Org. | Sales organization of the reference. | *US East* |
| Copy from Distr. Channel | Distribution channel of the reference. | *Wholesale* |

* + 1. Click Default Setting.
    2. Click Enter .
* You will receive a message that says, “The material already exists and will be extended”.
  + 1. In the *“Create Trading Goods EPAD10##”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Plant | Plant from which the goods should be delivered. | *Your DC Miami* |

* + 1. Click Continue .
    2. In the *“Sales: General/Plant”* Tab, answer the following questions:

1. What is the Plant this material is defined in?  
          
2. When is the availability check?  
          
3. What is the transportation group?  
          
4. What is the loading group?  
          
   * 1. Click Enter .
     2. In the *“Last data screen reached”* pop-up, click on the  icon.

* You will receive a message that says *“Material EPAD10## created”*.
  + 1. You have just created the Sales view for your Elbow Pads in the steps above. Appendix E contains data about all the Trading Goods in GBI. Use the data in appendix E to create the following Trading Goods: RHMT10##, and RKIT10##. You are only required to create these two materials. Create each of the materials with the same views you used above. You will use Appendix E again in later exercises to add more views to your trading good materials.
  1. Create Customer

You will create a Customer in your Company Code. This customer will be used during testing of the Quote-to-Cash business process. You will be maintaining both the FI roles and Sales and Distribution roles for your DC Bikes Customer.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

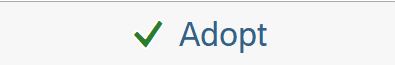
SAP Menu  Logistics  Sales and Distribution  Master Data  Business Partner  Customer  Change  Complete

1. What is the T-code to change a customer?  
          
   * 1. In the *“Customer Change: Initial Screen”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Customer | A unique key used to clearly identify the customer within the SAP system. | 110## |
|  |  |  |
| Company code | Uniquely identifies a company | US00 |
| Sales Organization | Organizational unit responsible for the sales of products. | UE00 |
| Distribution Channel | Specifies a distribution channel to reference | *Wholesale* |
| Division | A way of grouping products | *Bicycles* |

* + 1. Click Enter 
    2. Use the Change in BP role drop-down menu to select *“FI Customer FLCU00 (defined)”*.
    3. In the *“Change Organization: role FI Customer”* click Company Code.
    4. Click Company Codes .
    5. In the *“FI Customer FICU00 Change: Company Codes”* pop-up, enter the following information after clicking on Create Button:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Company code | Uniquely identifies a company | *Your Global Bikes Inc.* |
| Customer | Ensures that the company code and the customer data processed in the company code is valid. | Selected |

* + 1. Highlight your entry and click Adopt 
    2. Click Enter 
    3. Under the *“Customer: Account Management”* tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Reconciliation Account | The G/L account that is updated in parallel to the subledger account | *Trade Accounts Receivable* |
| Sort Key | Indicates the layout rule for the Allocation field | *Posting date* |

* + 1. Select the *“Customer: Payment Transactions”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods | *Payable immediately Due net* |
| Payment methods | List of payment methods that may be used for automatic payment | *Incoming Payment* |
| Payment Block | Used to block an open item or an account to payment transactions | *Free for payment* |

* + 1. Select “Customer FLCU01 (Defined)” in Change in BP role dropdown, and then click on Sales and Distribution .
    2. Click Enter 
    3. In the *“Change Organization: 7110##, role Customer FLCU01”* screen, Click And then enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Org. | Key for defining payment terms composed of cash discount percentages and payment periods | *Your US East* |
| Distr. Chl | Used to block an open item or an account to payment transactions | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Accessories* |

* + 1. Highlight your entry and click Transfer 
    2. Under the Orders tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales District | A geographical sales district or region | *Southern Region* |
| Order Probability | The probability of the customer confirming the inquiry or quotation item as part of a sales order | 100 |
| Currency | Customer's currency for a sales area. | *United States Dollar* |
| Price Group | A grouping of customers who share the same pricing requirements. | *Bulk Buyer* |
| Cust.Pric.Procedure | Determines which pricing procedure the system should apply when you create a sales document. | *Standard* |
| Customer Stats.Group | Helps determine which data the system updates. | *‘A’ Material* |

* + 1. Click the *“Shipping”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Priority | Delivery priority assigned to an item. | *Normal Item* |
| Delivering Plant | Plant from which the goods should be delivered. | MI## |
| Shipping Conditions | General shipping strategy for the delivery of goods from the vendor to the customer. | *Standard* |
| Max.Part.Deliveries | The maximum number of partial deliveries you can make to satisfy the order quantity for an item. | 3 |

* + 1. Select the *“Billing”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Incoterms | Incoterms specify internationally recognized procedures that the shipper and the receiving party must follow for the shipping transaction to be completed successfully. | *Free on Board* |
| Incoterms Location 1 | Provides additional information for the primary Incoterm. | Miami |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods. | *Payable immediately Due Net* |
| Acct Assmt Grp Cust. | The account assignment group to which the system automatically posts the sales document. | *Domestic Revenues* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |

* + 1. Click Switch Area .
    2. Enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Org. | An organizational unit responsible for the sale of certain products or services. | *Your US East* |
| Distr. Channel | The way in which products or services reach the customer. | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Bicycles* |

* + 1. Click Enter .
    2. Under the Orders tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales District | A geographical sales district or region | *Southern Region* |
| Order Probability | The probability of the customer confirming the inquiry or quotation item as part of a sales order | 100 |
| Currency | Customer's currency for a sales area. | *United States Dollar* |
| Price Group | A grouping of customers who share the same pricing requirements. | *Bulk Buyer* |
| Cust.Pric.Procedure | Determines which pricing procedure the system should apply when you create a sales document. | *Standard* |
| Customer Stats.Group | Helps determine which data the system updates. | *‘A’ Material* |

* + 1. Click the *“Shipping”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Delivering Priority | Delivery priority assigned to an item. | *Normal Item* |
| Delivering Plant | Plant from which the goods should be delivered. | MI## |
| Shipping Conditions | General shipping strategy for the delivery of goods from the vendor to the customer. | *Standard* |
| Max.Part.Deliveries | The maximum number of partial deliveries you can make to satisfy the order quantity for an item. | 3 |

* + 1. Select the *“Billing”* tab and enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Incoterms | Incoterms specify internationally recognized procedures that the shipper and the receiving party must follow for the shipping transaction to be completed successfully. | *Free on Board* |
| Incoterms Location 1 | Provides additional information for the primary Incoterm. | Miami |
| Payment Terms | Key for defining payment terms composed of cash discount percentages and payment periods. | *Payable immediately Due Net* |
| Acct Assmt Grp Cust. | The account assignment group to which the system automatically posts the sales document. | *Domestic Revenues* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |
| Tax classific. | Specifies the tax liability of the customer, based on the tax structure of the customer's country | *Exempt* |

* + 1. Click Save .
* You will receive a message that says, “Business partner 110## created”.
  1. Create Pricing Conditions

In this section, you will create a selling price for each of your Trading Goods. Note that you previously created a moving average price for each of your Trading Goods which was used in the Procure-to-Pay business process. You will now define the selling price for each Trading Good which will be used in the Quote-to-Cash business process.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu  Logistics  Sales and Distribution  Master Data  Conditions  Create

1. What is the T-code to create pricing conditions?  
          
   * 1. In the *“Create Condition Records”* screen, follow the menu path:

Navigation

Prices  Material Price

* + 1. In the *“Create Condition Records: Overview”* screen, double-click on *“CnTy SOrg. DChl Material”*.
    2. In the *“Create Condition Records: Fast Entry”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sales Organization | Org unit responsible for the sale of certain products | UE## |
| Distribution Channel | Way in which products or services reach the customer | *Wholesale* |

* + 1. In the *“Material with release status”* section of the *“Create Condition Records: Fast Entry”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Condition Type | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Elbow Pads* |
| Amount | Rate that determines how the system calculates pricing using this condition | 75 |
| Unit | Unit that determines whether the condition for a material is based on a percentage or an amount in a particular currency | *United States Dollar* |
| Next Line | | |
| Condition Type | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Road Helmet* |
| Amount | Rate that determines how the system calculates pricing using this condition | 50 |
| Unit | Unit that determines whether the condition for a material is based on a percentage or an amount in a particular currency | *United States Dollar* |
| Next Line | | |
| Condition Type | Key that uniquely identifies the condition | *Price* |
| Material | Key uniquely identifying the material | *Your Repair Kit* |
| Amount | Rate that determines how the system calculates pricing using this condition | 32 |
| Unit | Unit that determines whether the condition for a material is based on a percentage or an amount in a particular currency | *United States Dollar* |

* + 1. Click Save .
* You will receive a message that says, “Condition records saved”.

1. Process Execution

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[Section 4.4: Ship Materials 62](#_Toc506282092)

[Section 4.5: Create Invoice 63](#_Toc506282093)

[Section 4.6: Receive Payment 64](#_Toc506282094)

* 1. Create Sales Quotation

This is the first of six sections to test the fulfilment process. You will create a Sales Quotation. Your customer (DC Bikes) has requested a quotation for the Trading Goods you created earlier: 20 Elbow Pads, 15 Road Helmets, and 12 Repair Kits all to arrive in one month.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Logistics  Sales and Distribution  Sales  Quotation  Create

1. What is the T-code to create a sales quote?  
          
   * 1. In the *“Create Quotation: Initial Screen”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Quotation Type | Distinguishes between different types of sales document | *Quotation* |
| Sales Organization | Org unit responsible for the sale of certain products. | *## US East* |
| Distribution Channel | The way in which services reach the customer | *Wholesale* |
| Division | A way of grouping materials, products, or services. | *Accessories* |

* + 1. Click ContinueC:\Users\user\Desktop\GRA- Dr. Magal\Spring\Process Exercise snippets\Continue.PNG.
    2. In the *“Create Quotation: Overview”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Sold-To-Party | The customer who orders the goods and services. | *Your DC Bikes* |
| Valid to | Date until which the bid or quotation is binding. | *One Month from Today* |

* + 1. Enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Key uniquely identifying the material | *Your Elbow Pads* |
| Order Quantity | The total (rounded) order quantity for this item | 20 |
| Next Line | | |
| Material | Key uniquely identifying the material | *Your Road Helmet* |
| Order Quantity | The total (rounded) order quantity for this item | 15 |
| Next Line | | |
| Material | Key uniquely identifying the material | *Your Repair Kit* |
| Order Quantity | The total (rounded) order quantity for this item | 12 |

* + 1. Click Save .
* You will receive a message that says, “Quotation has been saved”.

1. What is your Quotation number?  
          
   1. Create Sales Order

This is the second of six sections to test your Quote-to-Cash configuration. Upon receipt of a Purchase Order from the customer, you will create a Sales Order from the previously created Sales Quotation. A Sales Order is a legal document issued by GBI to indicate material, quantities, prices, and delivery date. GBI’s Sales Organization accepts the Sales Order and becomes responsible for fulfilling the contract with the customer.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Logistics  Sales and Distribution  Sales  Order  Create

1. What is the T-code to create a sales order?  
          
   * 1. In the *“Create Sales Document”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Order Type | Distinguishes different types of sales document. | OR |

* + 1. Click Create with Reference .
    2. In the *“Create with Reference”* pop-up, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Quot. | The number that uniquely identifies the sales document. | *Quotation Number* |

* You have the option to search for your sales quotation number by your customer number.
  + 1. Click Copy.
    2. In the *“Create Standard Order: Overview”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Cust. Reference | Number that the customer uses to uniquely identify a purchasing document. | 10## |
| Req. deliv. date | The proposed definition date by which the customer should receive delivery of the goods. | *One Week from Today* |

1. What is your Req. Deliv. Date?   
          
2. What is the Net value of the Standard Order?  
          
   * 1. Click Save .
     2. Click Enter  to dismiss the message that says, *“The default date is not copied is not existing schedule lines”*.
     3. In the *“Information”* pop-up, click continue.

* You will receive a message that says, “Standard Order has been saved”.

1. What is your Standard Order Number?  
          
   1. Create Outbound Delivery

This is the third of six steps to test your Quote-to-Cash configuration. In this section, you will prepare the material for shipment by creating an Outbound Delivery which contains the Storage Locations from which the materials will be picked, and the Shipping Point to which the material will be delivered for shipment to the customer.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Logistics  Sales and Distribution  Shipping and Transportation  Outbound Delivery  Create  Single Document  With Reference to Sales Order

1. What is the T-code to create an outbound delivery?  
          
   * 1. In the *“Create Outbound Delivery with Order Reference”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Shipping Point | Physical location from which you ship the item. | *Your DC Miami* |
| Selection Date | Date which you select the delivery you want. | *Req. Deliv. Date from Sales Order* |
| Order | Purchase Order Number | *Your Standard Order Number* |

* + 1. Click ContinueC:\Users\user\Desktop\GRA- Dr. Magal\Spring\Process Exercise snippets\Continue.PNG.
    2. In the *“Outbound Delivery Create: Overview”* screen, click on the *“Picking”* tab, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Material | Key uniquely identifying the material | *Your Elbow Pads* |
| SLoc | Storage location where material is stored | *Your Trading Goods* |
| Deliv. Qty | Quantity of the item for delivery | 20 |
| Picked Qty | Gives the item quantity that appears on the picking list | 20 |
| Next Line | | |
| Material | Key uniquely identifying the material | *Your Road Helmet* |
| SLoc | Storage location where material is stored | *Your Trading Goods* |
| Deliv. Qty | Quantity of the item for delivery | 15 |
| Picked Qty | Gives the item quantity that appears on the picking list | 15 |
| Next Line | | |
| Material | Key uniquely identifying the material | *Your Repair Kit* |
| SLoc | Storage location where material is stored | *Your Trading Goods* |
| Deliv. Qty | Quantity of the item for delivery | 12 |
| Picked Qty | Gives the item quantity that appears on the picking list | 12 |

* + 1. Click Save .
* You will receive a message that says, “Outbound Delivery has been saved”.

1. What is your Outbound Delivery number?  
          
   1. Ship Materials

This is the fourth of six steps to test your Quote-to-Cash configuration. In this section, you will prepare the material for shipment by creating an Outbound Delivery which contains the Storage Locations from which the materials will be picked, and the Shipping Point to which the material will be delivered for shipment to the customer.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Logistics  Sales and Distribution  Shipping and Transportation  Outbound Delivery  Change  Single Document

1. What is the T-code to change an outbound delivery document?  
          
   * 1. In the *“Change Outbound Delivery”* screen, enter your Outbound Delivery number.
     2. Click Post Goods Issue .

* You will receive a message that says, “Outbound Delivery has been saved”.
  1. Create Invoice

This is the fifth of six sections to test your Quote-to-Cash configuration. In this section, you will create an invoice to send to your customer after having shipped the goods. Once the post goods issue has been generated, you can bill your customer for the shipped goods. A bill is also known as an invoice. It is a document that contains information about a transaction between a seller and a buyer. An invoice will consist of significant information like the price and date of a purchase.

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Logistics  Sales and Distribution  Billing  Billing Document  Create

1. What is the T-code to create an invoice?  
          
   * 1. In the *“Create Billing Document”* screen, click Save .

* You will receive a message that says, “Document has been saved”.
* If you do not see your outbound delivery document number in the “document” field, use the search tool for that field. Once you are in the “Maintain Billing Due List” screen, click the  button. You can find your sales document number in the list that is generated.

1. What is your invoice document number?  
          
   1. Receive Payment

This is the last of six sections to test your Quote-to-Cash configuration. In this section, your customer has received the invoice and sent the payment. You will post the payment to GBI’s General Ledger (debit Bank and credit Accounts Receivable).

* + 1. In the *“SAP Easy Access”* screen, follow the navigation path below:

Navigation

SAP Menu Accounting  Financial Accounting  Accounts Receivable  Document Entry  Incoming Payments

1. What is the T-code to enter the incoming payment?  
          
   * 1. In the *“Post Incoming Payments: Header Data”* screen, enter the following information:

|  |  |  |
| --- | --- | --- |
| **Attribute** | **Description** | **Data Value** |
| Document Date | The date on which the document was issued. | *Current Date* |
| Bank Data Account | Account number for the account to be posted. | *Your Bank Account* |
| Amount | Line item amount in document. | 2634 |
| Open item selection Account | Number of the account from which the open items are to be selected for further processing. | *Your DC Bikes* |

* The “Amount” Data Value should match the amount in your Purchase Order from earlier. If they do not match use the amount form your Purchase Order to complete this step.
  + 1. Click Enter .
* You will receive a message that says “1 items are selected”.
  + 1. In the *“Post Incoming Payments Process open items”* screen, click Post .
* You will receive a message that says “Document ########## was posted in company code US##”.

1. What is your payment document number?  
          

1. Exercise Deliverables

**Name:**

**Course and Section:**

**Identifier:**

**Client:**

1. What is the T-Code to define the sales organization?  
    
2. What is the T-Code to assign a sales organization to a company code?  
    
3. What is the T-Code to assign distribution channels to a sales organization?  
    
4. What are the distribution channel options for UW00?  
    
5. What are the distribution channel options for UE00?  
    
6. What is the T-code to assign division to sales organization?  
    
7. What is the T-code to set up a sales area?  
    
8. What is the T-code to assign sales organization to distribution channel to plant?  
    
9. What is the T-Code to define a shipping point?  
    
10. When you determine loading time what does load time A represent?  
     
11. What is the T-Code to assign a shipping point to a plant?  
     
12. What is the T-Code to define shipping conditions?  
     
13. What is the description of the 01 Shipping Condition?  
     
14. What is the description of the 02 Shipping Condition?  
     
15. What is the t-code to display a customer?  
     
16. What is the shipping condition for this customer?  
     
17. What is the T-code to create a sales order?  
     
18. What is the shipping condition?  
     
19. Why is the shipping condition in the customer master data and in the standard order data?  
     
20. What is the T-Code to define loading groups?  
     
21. How many loading groups are there?  
     
22. What are those loading groups?  
     
23. What is the loading group?  
     
24. What is the T-code to assign shipping points?  
     
25. What is the T-Code to define condition types?  
     
26. What does PR00 stand for?  
     
27. What does PSPM stand for?  
     
28. What is the T-Code to display condition types/records?  
     
29. What is the condition type for material price?  
     
30. What is the T-Code to display condition tables?  
     
31. What is the description of Table Option 002?  
     
32. What is the description of Table Option 004?  
     
33. What is the description of Table Option 005?  
     
34. What is the description of Table Option 006?  
     
35. What is the description of Table Option 007?  
     
36. What are the selected fields?  
     
37. What are the first three input fields?  
     
38. In the “Display Condition Table” screen, what Selected Fields are the same as the input fields of the “Material Price” screen?  
     
39. What is the T-Code to maintain access sequences?  
     
40. What is the first Description for PR00?  
     
41. What is the second Description for PR00?  
     
42. What is the first access for PR00?  
     
43. What is the second access for PR00?  
     
44. What is the third access for PR00?  
     
45. What is the fourth access for PR00?  
     
46. What is the T-Code to maintain pricing procedures?  
     
47. Which condition types are included in both pricing procedures?  
     
48. What is the customer pricing procedure for UE00?  
     
49. What is the first pricing procedure description?  
     
50. What is the second pricing procedure description?  
     
51. What is the G pricing procedure description?  
     
52. What is the N pricing procedure description?  
     
53. What is the T-code to display customer?  
     
54. What is this customer’s procedure?  
     
55. What is the T-code to configure automatic postings?  
     
56. What is the description for table 003?  
     
57. What is the Acct assgmt group?  
     
58. What does the AAG 02 stand for?  
     
59. What does ERL represent?  
     
60. What account is 600000?  
     
61. What valuation class is 3000?  
     
62. What is G/L account 780000?  
     
63. What is the T-code to define rules by sales area?  
     
64. What is rule 002?  
     
65. What is the T-code to view control for availability check?  
     
66. What is Avail 02 representing?  
     
67. What is Checking Rule A?  
     
68. What is the T-code to create a trading good?  
     
69. What is the Plant this material is defined in?  
     
70. When is the availability check?  
     
71. What is the transportation group?  
     
72. What is the loading group?  
     
73. What is the T-code to create a customer?  
     
74. What is the T-code to create pricing conditions?  
     
75. What is the T-code to create a sales quote?  
     
76. What is your Quotation number?  
     
77. What is the T-code to create a sales order?  
     
78. What is your Req. Deliv. Date?



1. What is the Net value of the Standard Order?  
    
2. What is your Standard Order Number?  
    
3. What is the T-code to create an outbound delivery?  
    
4. What is your Outbound Delivery number?  
    
5. What is the T-code to change an outbound delivery document?  
    
6. What is the T-code to create an invoice?  
    
7. What is your invoice document number?  
    
8. What is the T-code to enter the incoming payment?  
    
9. What is your payment document number?  
    