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Sales & Distribution

- ✓ Introduction of SD
- ✓ Enterprise Structure
- ✓ Customer Master Data, Material Master Data
- ✓ Common Division & Distribution Channel
- ✓ Sales Process (Sales Order, Delivery, Transfer Order, PGI and Billing including pre-sales activities)
- ✓ Credit Memo, Debit memo request, Credit & Debit Memo, Invoice correction request.
- ✓ Sales document type, Item Category
- ✓ Cash Sales, Rush order
- ✓ Partner Function
- ✓ Incompletion Log
- ✓ Contracts(Value and Quantity Contracts)
- ✓ Scheduling Agreement
- ✓ Material Determination
- ✓ Free Goods Determination
- ✓ Pricing (Pricing procedure, condition type, access sequence,, condition table & condition records)
- ✓ Rebate (Rebate agreement, condition type group), sales deals
- ✓ Consignment sales(consignment fill-up, consignment, pick-up, consignment issue, Consignment return
- ✓ Billing (Billing type, Performa invoice, Invoice list)
- ✓ Shipping (Packaging material, Returnable

Development Module

- ❖ Introduction to ERP Development
- ✓ Workbench
- ✓ Different tools provided in ERP
- ✓ Screen Painter
- ✓ Editor
- ✓ Menu Painter
- ✓ Debugger
- ✓ Function Builder
- ✓ Class Builder
- ✓ Intro to the ERP Architecture.
- ✓ Internal Mechanism of request flow
- ✓ Data Structure, Structure of the Database storage system
- ✓ Internal tables
- ✓ Work Area etc.
- ✓ Data Retrieval
- ✓ Repository
- ✓ Client Concept
- ✓ Introduction to DDIC

CAREERS

- Practice Head
- Functional Consultant
- Associate Consultant
- Lead Consultant
- Techno-Functional Consultant
- SD Consultant
- Project Lead
- End – User

INDUSTRIES



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Packaging material, Picking, Shipping point determination. Delivery / Billing)

- ✓ Credit Management Overview
- ✓ Listing / Exclusion
- ✓ Customer Material information
- ✓ BOM (Bill of material)
- ✓ Practice & Projects

IMPLEMENTATION COMPANIES

- Infosys
- HCL
- IBM
- Satyam
- Keane
- Deloitte
- Simeans
- Accenture
- Cap Gemini
- Tech Mahindra
- Xansa
- R Systems
- NIIT Limited
- And many more.....

- Construction
- Automobile
- Retail
- FMCG
- Pharma
- Hospitality
- Media
- Oil & Gas
- Telecom
- Petroleum
- Metal
- Advertising
- Information Technology
- Software
- Exports
- Sugar & Distillery
- BPO / KPO
- Financial Institutions
- And many more.....

Program duration : 50 Hrs. (Theory)
2 Months

Program Fee : 28000

Weekends or Weekdays option available.

Program can be extended or reduced