

## C ISR 60

# SAP Certified Application Associate - Retail with SAP ERP

## 6.0

Product Group	: Industry-Specific Training
Solution	: SAP for Industries
Sub-solution	: Industry: Retail
Component	: Strategic Enterprise Management
Delivery Methods	: Certification
Level	: Associate
Exam	: 80 questions
Sample Questions	: <a href="#">PDF Link</a>
Cut Score	: 57%
Duration	: 180 mins
Languages	: German, English

## Topic Areas

Please see below the list of topics that will be covered within this certification and the courses that cover them:

### **Article Masters (Single, Generic, Structured) 8% - 12%**

Describe in detail how Article Masters (Single, Generic, Structured) are created and used throughout SAP for Retail

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT310](#) (EHP4 FOR ERP 6.0)

or

TIRT1e

### **Retail Master Data < 8%**

Identify Retail Master Data used in business transactions

[IRT310](#) (EHP4 FOR ERP 6.0)

or

TIRT1e

### **Merchandise Distribution < 8%**

Explain the merchandise distribution process including the definition of allocation tables

[IRT330](#) (EHP4 ECC 6.0)

or

TIRT1e

### **Purchasing < 8%**

Describe the procurement process and how conditions are used in purchasing

[IRT330](#) (EHP4 ECC 6.0)

or

TIRT1e

### **Retail Pricing, Multi-Channel < 8%**

Explain the condition technique and how it is used to determine pricing

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT320](#) (EHP4 FOR ERP 6.0)

or

TIRT1e

### **Logistics < 8%**

Describe inventory management, picking and merchandise distribution elements

[SAPIRT](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Purchasing Basics< 8%**

Explain the basic business process of procurement

[SAPIRT](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Requirements, Replenishment Planning< 8%**

Describe how allocation tables, forecasting, and store replenishment processes can be used in a distribution center

[SAPIRT](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Planning< 8%**

Identify the various types of planning used by retailers and explain the purpose of each

[SAPIRT](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Retail Basics< 8%**

Explain the basic retail business processes

[SAPIRT](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Merchandise Master Data< 8%**

Define master data settings and controls for Merchandize Categories, Article Categories and Article Hierarchies

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT310](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Sites and Business Partners< 8%**

Define master data settings and controls for Sites, Vendors, and Customers

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT310](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Organization Structure< 8%**

Explain how to define the organization's structure using master data elements

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT310](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Promotion Management< 8%**

Explain how to create and configure a retail promotion

[IRT320](#) (EHP4 FOR ERP 6.0)

or  
TIRT1e

**Slow Seller Management, Price Planning Workbench< 8%**

Explain the concepts of Slow Seller Management and the Price Planning Workbench

[IRT320](#) (EHP4 FOR ERP 6.0)

or

TIRT1e

**Price Determination < 8%**

Explain how to determine retail prices

[IRT320](#) (EHP4 FOR ERP 6.0) or TIRT1e

**Requirements Planning < 8%**

Explain the Requirements Planning processes within a Retail environment

[IRT330](#) (EHP4 ECC 6.0) or TIRT1e

**Store Connection, Retail Store < 8%**

Describe the functions associated with the Retail Store

[SAPIRT](#) (EHP4 FOR ERP 6.0)

[IRT370](#) or TIRT1e