

## SCM600

# Business Processes in Sales and Distribution

Product Group	:	
Solution	:	SAP ERP
Sub-solution	:	
Component	:	
Delivery Methods	:	Certification
Level	:	Details, Configuration & Transaction
Exam	:	
Sample Questions	:	<a href="#">PDF Link</a>
Cut Score	:	
Duration	:	5 days
Languages	:	English

## Prerequisites

### Essential

- Basic business knowledge of processes in Sales and Distribution

### Recommended

- [SAP01](#) SAP Overview

## Course based on software release

- SAP ERP Central Component 6.0 EHP 6

## Content

- Organizational structures in sales and distribution
- Working with the relevant master data for the processes
- Overview of the process chain
- Introduction to the availability check
- Sales and distribution processing with make-to-order production
- Complaints processing
- Introduction to sales and distribution reporting
- Introduction into the Internal Sales Representative role