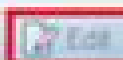


Buttons

Personalization

▼ Sales Contract Details



General Data

Processing Data

Drop down

FORM View

Type: Quantity Contract

Status: Open

ID:

Credit Status: Not Relevant

Sold-To Party:

Cancellation Date:

Sold-To Party Address:

Release Statistics

Date

Contact:

Cumulated Release V... 0,00

External Reference:

Target Value Percent...

Valid From: 03.05.2013

Release Orders: 0

Valid To: 03.05.2014

Average Value: 0,00

Total Target Value: 0,00

Last Release Order D...

Campaign/Trade Prom...

Shipping and Payment

Caption

Territory:

Payment Terms:

Incoterms:

Assignment Block

► Authorized Partners


Assignment block buttons

▼ Items Edit List Release All Items

TABLE View

Insert  



Actions	Item No.	Product ID	Product...	Partner/...	Descrip...	Target...	Target...	Releas...	Releas...	Status
 						0,000		0,000		

Sap Crm Web Ui Configuration Guide

Jicheng Xie



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Implementing Order to Cash Process in SAP Chandrakant Agarwal, 2021-05-14 Implement critical business processes with mySAP Business Suite to integrate key functions that add value to every facet of your organization Key Features Learn master data concepts and UI technologies in SAP systems Explore key functions of different sales processes order fulfillment options transportation planning logistics execution processes and customer invoicing Configure the Order to Cash process in SAP systems and apply it to your business needs Book Description Using different SAP systems in an integrated way to gain maximum benefits while running your business is made possible by this book which covers how to effectively implement SAP Order to Cash Process with SAP Customer Relationship Management CRM SAP Advanced Planning and Optimization APO SAP Transportation Management System TMS SAP Logistics Execution System LES and SAP Enterprise Central Component ECC You ll understand the integration of different systems and how to optimize the complete Order to Cash Process with mySAP Business Suite With the help of this book you ll learn to implement mySAP Business Suite and understand the shortcomings in your existing SAP ECC environment As you advance through the chapters you ll get to grips with master data attributes in different SAP environments and then shift focus to the Order to Cash cycle including order management in SAP CRM order fulfillment in SAP APO transportation planning in SAP TMS logistics execution in SAP LES and billing in SAP ECC By the end of this SAP book you ll have gained a thorough understanding of how different SAP systems work together with the Order to Cash process What you will learn Discover master data in different SAP environments Find out how different sales processes such as quotations contracts and order management work in SAP CRM Become well versed with the steps involved in order fulfillment such as basic and advanced ATP checks in SAP APO Get up and running with transportation requirement and planning and freight settlement with SAP TMS Explore warehouse management with SAP LES to ensure high transparency and predictability of processes Understand how to process customer invoicing with SAP ECC Who this book is for This book is for SAP consultants SME managers solution architects and key users of SAP with knowledge of end to end business processes Customers operating SAP CRM SAP TMS and SAP APO as part of daily operations will also benefit from this book by understanding the key capabilities and integration touchpoints Working knowledge of SAP ECC SAP CRM SAP APO SAP TMS and SAP LES is necessary to get started with this book *SAP CRM Web Client* Michael Fücksle, Matthias E. Zierke, 2009 Do you want to utilize the new CRM user interface in the best possible way This comprehensive guide suitable for SAP CRM 2007 and SAP CRM 7 0 explains everything that you need to know about the CRM Web Client the architecture of the UI framework the Customizing options roles navigation portal integration and much more as well as all options that are available for customer specific extensions through programming Readers quickly discover the critical modeling tools such as the Easy Enhancement Workbench EEWB and the UI Configuration Tool Then explore all options for adapting the header navigation and work area without any development effort The authors provide an in depth look at the individual

components of views windows and controllers and deliver priceless tips on context binding model integration navigation and more You ll learn about development and extension of UI components the usage of the Business Object Layer BOL and the extension of the GenIL object model as well as the modeling and usage of web services for the integration of Office applications What s more you ll also find comprehensive real life examples to provide you with additional support for your daily project tasks

Implementing SAP® CRM Vivek Kale,2014-12-03 In today s competitive business environment most companies realize that the better they can manage their customer relationships the more successful they will become Customer Relationship Management CRM software systems are key tools for companies to manage the customer facing processes of their businesses However many companies have resisted implementing this most critical customer oriented application due in large part to the lack of a single point resource on implementing a CRM system This book attempts to fill that gap Implementing SAP CRM will help technologists and managers come to grips with the vision concept and technology of CRM It begins by laying out the groundwork for understanding CRM It explains the concept and context of CRM and the tangible business benefits of CRM adoption Demonstrating a professional approach to the evaluation and selection of SAP it details the critical success factors CSFs patterns and anti patterns of a successful SAP CRM implementation CRM implementations can add significant benefit to the company s bottom line only if the company first transforms itself into a customer centric and customer responsive enterprise This book explains what it means to be a customer centric and responsive enterprise and provides a framework for business operations based on customer relationships rather than the traditional four Ps product positioning price promotion It further spells out business process reengineering BPR strategies to configure internal business processes and operations with SAP CRM to improve customer facing strategies services and relationships

Successfully Managing S/4HANA Projects Denise Banks-Grasedyck,Eckhard Lippke,Hans Oelfin,Reinhold Schwaiger,Volker Seemann,2022-03-25 The book describes the complete project process in individual steps for SAP S 4HANA project management based on the SAP ACTIVATE implementation methodology By imparting knowledge based on experience with real SAP projects the book supports project managers in developing skills and qualifications that will lead them to the successful management of SAP projects In this context it emphasizes the crucial role of human interaction from the start to the successful completion of projects and provides useful tips on how to recognize and avoid pitfalls Enriched with a wide range of material such as templates checklists and practical examples the book provides concrete guidance for project managers and participants on how to successfully manage ongoing projects The book is valuable for both beginners and experienced project managers and also gives decision makers and stakeholders an excellent insight into the planning and management of large projects

Network World ,2002-05-27 For more than 20 years Network World has been the premier provider of information intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations Readers are responsible for designing implementing and managing the voice data and video

systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce *Consultants & Consulting Organization Directory 25 Sup* Gale Group,Thomson Gale,2003-04

SAP CRM Chandrakant Agarwal,2015 Master the business processes and configuration for SAP Customer Relationship Management This guide offers the details you need about key SAP CRM functionality and customization Understand the key SAP CRM business processes and then configure the system for marketing sales and service From master data to middleware to the web UI get the answers you need to tailor SAP CRM for your own requirements *SAP Web Client* Tzanko

Stefanov,Armand Sezikeye,Sanjeet Mall,2011 If you work with SAP Web Client and want to improve your development skills this is the book for you Youll find practical information about specific development tasks in the SAP Web Client platform and youll also learn the background information necessary to round out your understanding of each skill In addition you can explore detailed concrete CRM based case studies that are carried from chapter to chapter This comprehensive guide will provide invaluable instruction and insight to any developer in his day to day work with SAP Web Client *SAP CRM Web Client - Customizing und Entwicklung* Michael Fücksle,Matthias E. Zierke,2009 **Learn Configuration in SAP CRM**

Sales Alex Sterling,2023-07-03 Learn Configuration in SAP CRM Sales A Comprehensive Guide Table of Contents 1 Introduction 1 1 Overview of SAP CRM Sales 1 2 Importance of configuration in SAP CRM Sales 1 3 Target audience and prerequisites 2 Overview of SAP CRM Sales Processes 2 1 Sales cycle in SAP CRM 2 2 Key components of SAP CRM Sales 2 3 Integration with other SAP modules 3 SAP CRM Sales Master Data Configuration 3 1 Business Partner configuration 3 2 Product Master configuration 3 3 Sales Area configuration 3 4 Sales Organization Distribution Channel and Division configuration 4 Sales Transactions Configuration 4 1 Sales document types 4 2 Item categories and determination 4 3 Schedule line categories and determination 4 4 Partner determination procedure 4 5 Pricing configuration 5 Sales Activity Management Configuration 5 1 Activity types 5 2 Status profiles 5 3 Activity partners and roles 5 4 Territory management 6 Sales Contract Management Configuration 6 1 Contract types 6 2 Contract release process 6 3 Contract determination 6 4 Billing plan configuration 7 Sales Quotation and Order Management Configuration 7 1 Quotation types and configuration 7 2 Order types and configuration 7 3 Sales document flow and copy control 8 Sales Pipeline and Opportunity Management Configuration 8 1 Opportunity types and stages 8 2 Sales methodology configuration 8 3 Sales planning and forecasting 9 Integration with SAP CRM Service and Marketing 9 1 Service order integration 9 2 Warranty and claims management 9 3 Campaign management and lead generation 10 Reporting and Analytics Configuration 10 1 Interactive reports 10 2 Dashboards and key performance indicators 10 3 Data extraction and integration with SAP BW 11 Tips Tricks and Best Practices 11 1 System optimization 11 2 Troubleshooting common configuration issues 11 3 Enhancements and customizations **Learn SAP CRM Service Configuration** Innware Pjp,2023-03-17 Learn SAP CRM Service

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 - 1 1 Overview of SAP CRM and its role in customer relationship management
 - 1 2 Benefits of using SAP CRM Service
 - 1 3 Key components of SAP CRM Service
- 2 Understanding the SAP CRM Service Organizational Structure
 - 2 1 Organizational units in SAP CRM Service
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 - 2 3 Relationships between organizational units and business partners
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Sap Web Client A. Sezikeye T. Stefanov (S. Mall),2011 *Implementing SAP CRM* Vivek Kale,2014-12-03 In today s competitive business environment most companies realize that the better they can manage their customer relationships the more successful they will become Customer Relationship Management CRM software systems are key tools for companies to manage the customer facing processes of their businesses However many companies have resisted *Schnelleinstieg in SAP CRM* Markus Frey,2018-03-23 *Bewertung von SAP User Interface Strategien hinsichtlich der Relevanz für Zielgruppen und exemplarische Realisierung eines Geschäftsszenarios im SAP Discovery Systems unter Verwendung von SAP NetWeaver Technologien* Jens Bretschneider,2009-04-09 Inhaltsangabe Einleitung Die Wahl des geeigneten SAP User Interface f r die Gesch ftsprozessbearbeitung ist entscheidend f r eine erfolgreiche Einbindung des Nutzers Da verschiedene Aufgaben im Gesch ftsprozess umzusetzen sind gibt es deshalb unterschiedliche Anforderungen an ein SAP User Interface W hrend einige Nutzer eine spezielle technische Sicht auf ein SAP System ben tigen haben andere Nutzer Bedarf an vereinfachten Zugriffsmethoden f r eine schnelle und effiziente Verarbeitung von sich h ufig wiederholenden Vorg ngen Die richtige

Strategie bei der Wahl des SAP User Interface wird durch technische Neuerungen im ERP Markt bestimmt und den Bedürfnissen der einzelnen Zielgruppen Dabei verfolgen die Zielgruppen jeweils eigene Interessen Während die Nutzerzielgruppe unter anderem auf hohen Bedienungskomfort und leichten Zugriff achtet steht für die Zielgruppe Business besonders der Kostenaspekt im Vordergrund wohingegen die Zielgruppe IT hohen Wert auf die Integration in die IT Systemlandschaft legt Die SAP NetWeaver Technologie bringt eine Vielzahl von neuen Benutzerschnittstellen mit welche bedarfsgerecht ausgewählt werden müssen Diese neuen Möglichkeiten gestatten es wiederum der großen Vielfalt der Benutzeranforderungen angemessen zu begegnen Inhaltsverzeichnis Inhaltsverzeichnis INHALTSVERZEICHNISII ABBILDUNGSVERZEICHNISVI

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Learn SAP CRM Marketing Configuration Innware Pjp,2023-03-17 Learn SAP CRM Marketing Configuration Mastering SAP CRM Marketing Configuration A Comprehensive Guide for Effective Customer Engagement The book covers the following 1 Introduction Overview of SAP CRM Marketing Role of SAP CRM Marketing in Customer Relationship Management Benefits of SAP CRM Marketing Configuration 2 SAP CRM Marketing Fundamentals Understanding the SAP CRM Marketing Organizational Structure Key Components of SAP CRM Marketing Business Partners and their Roles in SAP CRM Marketing Marketing Master Data 3 Campaign Management Overview of Campaign Management in SAP CRM Marketing Configuring Campaign Types Campaign Execution and Monitoring Segmentation and Target Group Creation 4 Trade Promotions and Funds Management Overview of Trade Promotions and Funds Management in SAP CRM Marketing Configuring Trade Promotion Types Managing Trade Promotions and Funds Trade Promotion Planning and Evaluation 5 Marketing Analytics Importance of Analytics and Reporting in CRM Marketing Configuring Marketing Analytics and Reports Analyzing Marketing Performance Using SAP CRM Marketing Reports 6 Marketing Resource Management MRM Overview of MRM in SAP CRM Marketing Configuring MRM Settings Managing Marketing

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SAP UI Frameworks for Enterprise Developers Marius Obert, Volker Buzek, 2023-08-18 Dive into the world of SAP UIs and begin your journey to becoming a development expert In this book you will learn the latest cutting edge web technologies and gain a comprehensive understanding of the user experience concept that undergirds the SAP Fiori design system SAP UI Frameworks for Enterprise Developers is filled with hands on tutorials that will guide you through every step of the development journey from setting up your coding editor to building your first application using UI5 SAP Fiori Elements UI5 Web Components or Fundamental Library Styles Authors Marius Obert and Volker Buzek understand that staying ahead in the rapidly evolving UI technology landscape can be challenging so they ve included insights into upcoming industry wide trends and future innovations This book will provide you with the knowledge and skills needed to build intuitive applications with an eye catching SAP Fiori conforming user interface Don t miss this opportunity to take your UI development skills to the next level What You Will Learn Gain an overview of the technologies that can be used to implement enterprise ready SAP Fiori UIs ready to be deployed in the cloud as well as on premises Discover resources for connecting with domain experts to stay on top your game and learn about innovations in the SAP ecosystem Survey industry wide technologies trends like micro frontends and PWA and relate these trends to both enterprise software and new projects led by SAP Who This Book Is For This book is intended for anyone interested in building intuitive enterprise user interfaces with modern web technologies in the greater SAP universe

Konzeption und prototypische Umsetzung einer Variantenkonfiguration im SAP CRM Umfeld Marco Stötzel, 2005-02-08 Diplomarbeit aus dem Jahr 2004 im Fachbereich Informatik Wirtschaftsinformatik Note 1 3 FOM Essen Hochschule f r Oekonomie an den Verk ufer der bereits im Planungsgespr ch mit dem Kunden genau wissen muss welche Kombinationen m glich sind und welche nicht oder an den Lageristen im Ersatzteilverkauf der mit detektivischem Sp rsinn aus dem riesigen Angebot genau die zur Konfiguration passenden Komponenten ausw hlen muss Die Liste lie e sich noch beliebig erweitern aber die zentrale Fragestellung lautet eindeutig Wie l sst sich das explodierende Produktwissen erfassen und verwalten

Service mit SAP CRM Markus Kirchler, Dirk Manhart, Jörg Unger, 2008

Sapui5 Christiane Goebels, Denise Nepraunig, Thilo Seidel, 2016 Transform your apps from simple Hello World examples to enterprise grade applications with this guide to SAPUI5 Get the know how to develop MVC apps use OData create data bindings debug and test code and more Learn the dos and don ts of SAPUI5 and everything in between whether you re implementing CRUD

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