

SAP Agency Business Training

COURSE CONTENT

GET IN TOUCH



Multisoft Systems
B - 125, Sector - 2, Noida



(+91) 9810-306-956



info@multisoftsystems.com



www.multisoftsystems.com

About Multisoft

Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

About Course

SAP Agency Business Training by Multisoft Systems is designed to help professionals understand how agency-based business models are managed within the SAP environment. Agency business involves selling products or services on behalf of a principal while earning commissions or service fees. This training provides a comprehensive understanding of how SAP supports such processes through integrated modules and automated workflows. The course covers key concepts such as agency agreements, commission structures, settlement processes, billing management, and financial tracking.

Module 1: Introduction to SAP Agency Business

- ✓ Overview of Agency Business Model
- ✓ Key Concepts of Agency-Based Sales
- ✓ Roles of Principal, Agent, and Customer
- ✓ Difference between Agency Business and Standard Sales
- ✓ Business Scenarios in Agency Operations

Module 2: SAP Agency Business Process Overview

- ✓ End-to-End Agency Business Process Flow
- ✓ Agency Agreements and Contracts
- ✓ Master Data Requirements
- ✓ Organizational Structure in SAP
- ✓ Integration with SAP Modules

Module 3: Master Data in SAP Agency Business

- ✓ Customer Master Data
- ✓ Vendor / Principal Master Data
- ✓ Material Master Data
- ✓ Pricing Conditions and Commission Structures
- ✓ Partner Functions in Agency Business

Module 4: Agency Agreements and Commission Management

- ✓ Creation of Agency Agreements
- ✓ Commission Structures and Rules
- ✓ Commission Calculation Methods
- ✓ Managing Commission Rates and Conditions
- ✓ Monitoring Commission Transactions

Module 5: Order Processing in Agency Business

- ✓ Agency Sales Order Creation
- ✓ Processing Customer Orders on Behalf of Principal
- ✓ Delivery Processing
- ✓ Order Tracking and Management
- ✓ Handling Order Changes and Adjustments

Module 6: Billing and Settlement Processes

- ✓ Billing Procedures in Agency Business
- ✓ Commission Settlement Process
- ✓ Settlement with Principals
- ✓ Handling Invoices and Credit/Debit Notes
- ✓ Financial Posting and Reconciliation

Module 7: Integration with SAP Modules

- ✓ Integration with SAP SD (Sales and Distribution)
- ✓ Integration with SAP FI (Financial Accounting)
- ✓ Data Flow between Sales and Finance
- ✓ Revenue and Commission Accounting

Module 8: Reporting and Monitoring

- ✓ Agency Business Reporting Tools
- ✓ Commission Reports and Financial Analysis
- ✓ Monitoring Transactions and Performance
- ✓ Business Intelligence for Agency Operations

Module 9: Exception Handling and Troubleshooting

- ✓ Handling Billing Errors
- ✓ Managing Settlement Issues

- ✓ Correcting Master Data Errors
- ✓ Troubleshooting Agency Business Transactions

Module 10: Real-Time Case Studies and Practical Scenarios

- ✓ Real-world Agency Business Implementation Scenarios
- ✓ Industry Use Cases
- ✓ Best Practices in Agency Business Management