- A Sales area is known as entity which is required to process an order in a company. It is comprised of Sales organization, distribution channel and a division.

- In SAP SD organizational structure, each sales organization is assigned to a company code. Distribution channel and divisions are assigned to Sales organization and all comprise to make a sales area.

What is the use of Sales area?

A Sales area is known as entity which is required to process an order in a company. It is comprised of Sales organization, distribution channel and a division.

Can you do delivery without shipping point?

No, shipping point is required to perform goods delivery.

Is it possible to create invoices without delivery?

No, invoice is not possible without delivery.

Give an example of Material Management integration with Sales and Distribution?

Consider an example of creating a sales order in SAP SD, it involves copying details of item from Material Management.

Availability check of the item and price details are also taken from MM but this can be controlled this data in SD module. To create inbound and outbound delivery of goods for a sales order, shipping details, loading point etc. also come from Material Master.

What is the use of SAP FI in SAP Sales and Distribution?

In case of standard sales order, you create an outbound goods delivery to the customer. Here movement 601 takes place. This movement is configured in MM and movement of goods hit some G/L account in FI.

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Domenico Bianculli,Hassan Sartaj,Vasilios Andrikopoulos,Cesare Pautasso,Tommi Mikkonen,Jennifer Perez,Tomáš Bureš,Martina De Sanctis,Henry Muccini,Elena Navarro,Mohamed Soliman,Uwe Zdun

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assesses real world use cases and case studies on blockchain and related technologies The studies describe the respective applications and address how these technologies have been deployed the rationale behind their application and finally their outcomes The book shares a wealth of experiences and lessons learned regarding financial markets energy SCM healthcare law and compliance Given its scope it is chiefly intended for academics and practitioners who want to learn more about blockchain applications   *Management Models of Digital Transformation* Katja Wenzel,2021-12-12 The success of a digital transformation is not a foregone conclusion A digital transformation as a highly complex process impacting major areas of an organization requires a systematic approach that goes beyond individual transformation initiatives This work analyses and integrates existing approaches to managing and coordinating a digital transformation in order to identify relevant success factors of a digital transformation serving as a basis for the development of a systematic framework for a management model of digital transformation The analysis reveals ten success critical focus areas of a digital transformation which comprise numerous success factors Vision goals and strategies Leadership Communication Digital culture and mindset Digital platform Partnership network Capabilities talents and skills Organization coordination and roles Management methodologies and Governance A systematic framework is proposed that serves as a foundation for the future development of a management model addressed to executives and experts who are tasked with launching driving and sustaining a digital transformation

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