

11i Implement Trade Management - RWC

Kestvus: 0 päeva

What you will learn

Oracle Trade Management provides the most comprehensive and integrated solution for companies in the broad definition of the consumer good sector. It addresses three functional areas critical to any business: promotional planning and execution, funds & budgets management and deduction management.

In this course, we will explain functionalities as well as the implementation steps for them. Learn how OTM's trade planning capabilities enable companies to plan and analyze their promotions so as to meet customer demands, increase sales and margins and meet competitive pressures. The solution's complete ERP integration streamlines execution and monitoring of promotions to help companies simplify their manufacturing and distribution processes. With the budgets module, learn how OTM supports efficient and cohesive budgeting and financial processing. Learn how you can eliminate wasteful spending and ensures that trade funds are allocated as needed and utilized as intended. In the claims section, get trained on OTM's comprehensive claims processing and deduction management capabilities. These deduction management competencies help reduce and control the short-payment problem and permit efficient resolution of claims and deductions.

Audience

Functional Implementer

Course Objectives

Explain Trade Management functionality

State the Oracle applications that Trade Management integrates with and the purpose of these integrations

Understand the implementation tasks required to integrate Trade Management with other Oracle applications

Understand the tasks required to implement Trade Management

Course Topics

Trade Management Product Overview

Implementation Overview

eBusiness Suite Mandatory Dependencies

Multi-Org, Multi-Set of Books, and Multi-Currency Support

Basic Setups and Personalized Searches

Implementing and Creating Fixed Budgets

Implementing Territory Manager for Budgets

Implementing and Creating Offers

Integrating Advanced Pricing

Integrating Order Management, Accrual Management

Integrating General Ledger

Account Generator

Recalculating, Adjusting and Reconciling Budgets

Creating Fully Accrued Budgets

Implementing Claims

Creating Claims

Integrating Oracle Receivables for Claim Creation

Setting Up Claim Owner Assignment

Researching Claims, Settling Claims

Setting Up Buying Groups