



SAP Incentive and Commission Management

Code: FS320-v010
Length: 3 days
URL: [View Online](#)

Skills Gained

- This course will prepare you to:
 - gain an overview of the functionality of the Incentive and Commission Management solution.
 - create simple commission & incentive models.
 - Perform necessary operations for commission and calculating and paying incentives automatically
 - Maintain all required settings

Who Can Benefit

- Application Consultant
- End User
- Super / Key / Power User
- Business Process Architect
- Business User
- Industry Specialist
- Solution Architect
- System Administrator
- User

Prerequisites

- Essential:
 - None
- Recommended:
 - HR505 Organizational Management
 - SCM620 Pricing in SD

-Basic knowledge of ABAP

Course Details

Course Content

- Basic Setup
 - Discuss the business scenario used in this training
 - Perform the initial customizing steps to set up a new commission application
 - Execute the required customizing steps
- Master Data
 - Describe how the SAP Business Partner is used in the SAP commission system
 - Describe the business partner roles used in the SAP commission system
 - Perform the necessary basic customizing steps
 - Create and change business partners via the SAP commission system
 - Describe how Organizational Management is used in SAP Incentive and Commission Management
 - Create and edit organizational structures
 - Perform basic customizing steps
 - Use the individual commission contract and the standard commission contract in the SAP commission system
 - Create and maintain standard commission contracts and individual commission contracts
 - Perform basic customizing steps
 - Explain the difference between a group contract and a contract bundle
 - Use teams and partnerships within commission scenarios
 - Execute the basic customizing steps
 - Maintain teams via the ICM dialog
- Commission
 - Execute the basic customizing settings for the commission case
 - Explain how participations and participants are used during commission case processing
 - Explain the different determination possibilities to find additional participants
 - Set up the required customizing
 - Explain the triggering methods, activity characteristics, activity types, and activity group
 - Explain the usage of the valuation process
 - Set up the valuation calculation
 - Execute the required customizing steps
 - Discuss the valuation result within the commission case
 - Use the remuneration process
 - Explain the different possibilities to set up the remuneration calculation
 - Execute the required customizing steps
 - Discuss the remuneration result within the commission case
 - Explain the remuneration scheduling functionality
 - Execute the necessary customizing steps
 - Activate the scheduling functionality for your sales representative's individual commission contract

- Periodic Entitlements

- Explain the use of flat rate remunerations
- Customize flat rate remunerations
- Maintain flat rate remunerations within the individual commission contracts
- Explain the use of guarantees
- Create a new guarantee remuneration type
- Maintain the guarantee remuneration type within the individual commission contract
- Explain the usage of the additional commission case functionality
- Create a new additional commission case
- Maintain the additional commission case trigger within the individual commission contract
- Explain how target agreements are used
- Set up new targets in customizing
- Assign the new targets to the target agreements
- Maintain the targets within the individual commission contracts
- Maintain the targets via the Target Rule menu

- Periodic Processes

- Explain how to use the retention agreement
- Customizing the retention agreement
- Maintain the retention within the individual commission contract
- Explain how to use the closing run
- Execute the closing run
- Explain how to use the settlement schedule run
- Execute the settlement schedule run
- Explain how to use settlement agreements
- Execute the necessary steps within the ICM customizing
- Maintain the settlement agreement within the individual commission contract
- Execute the settlement run via the dialog

- Reporting

- Explain the different reporting possibilities in ICM
- Execute a report based on the recherche tool
- Execute the remuneration inquiry
- Execute the sales representative portal
- Discuss the connection between ICM and SAP NetWeaver BI

Notes

- This course is also available in a self-paced e-learning format, complete with system demos and simulations under course code FS320e.

Course based on software release

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