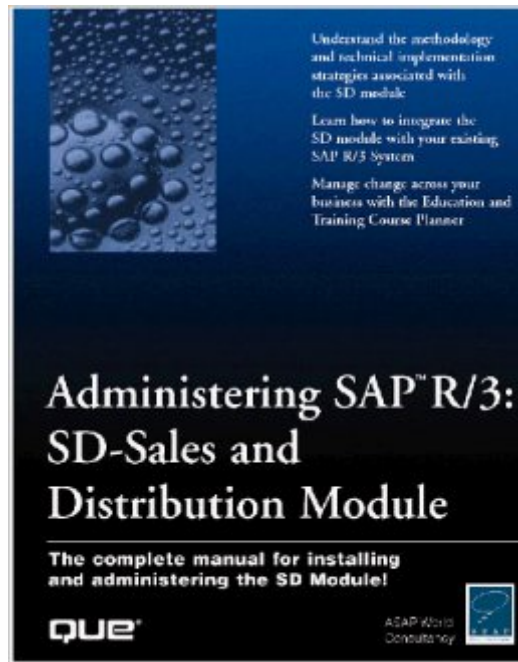


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# Administering SAP R/3: SD-Sales And Distribution Module



## Synopsis

This book is the ideal manual for people installing or administering the Sales & Distribution module or for those managing a site utilizing the SD module. The book provides specific examples of how to conduct sales transactions, accounting for those transactions, remote sales force automation, managing distribution of product, and many other business aspects affected by the SD- Sales & Distribution module. This book is filled with practical examples of how to structure your sales and distribution departments and processes to utilize the SD modules to save time and money. Also, includes tips for sales managers and sales reps, as well as valuable insight for distribution center managers. -Specific information on how to use the sales force automation module SD- Sales & Distribution of SAP -The sales & distribution module is one of the most popular SAP modules particularly as sales force automation becomes increasingly popular -A fast, concise guide to everything the administrator needs to know to run the sales & distribution components of SAP -Contains valuable tips and examples that show sales reps and managers and distribution center employees how to get up and running quickly with SAP and save time and money

## Book Information

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## Customer Reviews

This book offers no help at all in configuring the SD module. It basically just explains all the functionality that is available in the SD module, without explaining how you can configure SAP to use the functionality. If you are buying the book to see what SAP SD can do, fine. But if you want to configure the module, try another book! I recommend the SD book by Glynn Williams from McGraw

Hill. I have also read the MM and FI-CO books in the ASAP series, and they are the same! - they cover the functionality and not the configuration. And even though these books cover the functionality, they don't explain how to use it effectively, they just tell you what functionality is available. You may as well spend some time using the SAP online help. I suppose these books were great when SAP was new and not many people understood it, but now the market is more intelligent and aware of what SAP can do the market expects quality information on configuring the SAP system and using it to solve business situations.

I should have paid more attention to the title. It's called "Administering" SAP R/3 and not "Customising". It explains how to use the different SD functions not how to implement them. Unfortunately, it cannot be recommended to users either because it is too technical and does not explain things in a comprehensive manner. There are some books that emphasise the business process and help you decide how to implement this in SAP. This is not one of them. This book is smack in the middle of a no-mans land. It's no good for customising, no good for users and no good for planning business processes. I totally agree with some of the other reviewers. You're better off with the online documentation. Save your bucks. Don't waste them on this book. Incidentally, if you're looking for a book on SD customising, I can recommend "Implementing SAP Sales and Distribution": 5 stars!

This book was a waste of time and money. This is the worst technical book I have ever read. The second bullet on the cover states, "Learn how to develop and integrate the SD module with your existing SAP R/3 system.". This is very misleading as this book is nothing more than a high-level overview of SD and goes into no detail on "how" to develop anything. I also have the MM book by the same name and it also is worthless.

Much of the content and context is in SAP's on-line help files. The title is quite misleading... buyers beware! I looked at some of the other books in this series, as well, and had a similar reaction. The majority of people want configuration information, not a re-worded version of the help files. R/3 is about configuration, configuration and configuration!!

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Administering SAP R/3: SD-Sales and Distribution Module Sales: A Beginners Guide to Master Simple Sales Techniques and Increase Sales (sales, best tips, sales tools, sales strategy, close the deal, business ... sales techniques, sales tools Book 1) Secrets of a Master Closer: A Simpler,

Easier, and Faster Way to Sell Anything to Anyone, Anytime, Anywhere: (Sales, Sales Training, Sales Book, Sales Techniques, Sales Tips, Sales Management) SAP Performance Optimization Guide: Analyzing and Tuning SAP Systems, SAP Basis, SAP Administration Administering SAP R/3: The Production and Planning Module (Que-Consumer-Other) Administering Sap R/3: Mm-Materials Management Module Administering SAP R/3: HR - Human Resources Module Production Planning and Control (SAP PP) with SAP ERP (2nd Edition) (SAP PRESS) SAP BusinessObjects (BOBJ) Web Intelligence (SAP Webi) (3rd Edition) (SAP PRESS) (Comprehensive) Follow Up and Following Through in Car Sales - Salesperson and Sales Management Advice Book: Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) SAP SRM Advanced CCM Cookbook: Requisite Catalog and SAP CCM Configuration and Management Sap R/3 Change and Transport Management: The Official Sap Guide SAP BW: Administration and Performance Optimization, SAP Business Warehouse Agile SAP: Introducing flexibility, transparency and speed to SAP implementations Warehouse Management with SAP ERP (SAP WM): Functionality and Technical Configuration (3rd Edition) SAP BW on SAP HANA: Implementation Guide, BW on HANA Migration SAP R/3 System Administration : The Official SAP Guide Sap R/3 Ale & Edi Technologies (Sap Technical Expert Series) SAP R/3 Implementation With ASAP : The Official SAP Guide Sap R/3 Performance Optimization: The Official Sap Guide

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