

S R12.x Oracle Advanced Pricing Fundamentals

Oracle E-Business Suite

DURATION

3 Days

MODULES

6 Lectures

COURSE CODE

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Course Overview

Oracle Advanced Pricing supports e-business applications by providing a flexible pricing engine that executes pricing and promotional calculations for Oracle Order Management and other Oracle Applications. In this course, students learn about the following Oracle Advanced Pricing features and concepts: generic setup steps, price lists, formulas, qualifiers and qualifier groups, modifiers, price books, attribute management, pricing security, and troubleshooting.

What You Will Learn

- Module 1 – Introduction to Oracle Advanced Pricing
- Overview of Oracle Advanced Pricing
- Course Objectives
- Benefits of Oracle Advanced Pricing
- Related Oracle Products
- Advanced Pricing in the Order-to-Cash Process
- Pricing in Order Fulfillment
- TCA Party Hierarchy
- Single Pricing Engine Concept
- Pricing Engine Overview and Process
- Oracle Advanced Pricing Process
- Core Pricing Features
- Price Lists
- Qualifiers and Qualifier Groups
- Modifiers
- Accruals
- Formulas
- Price Books
- Contexts and Pricing Attributes
- Attribute Management
- Pricing Responsibilities and Roles
- Pricing Administrator
- Pricing Manager

- Pricing User
- HTML User Interface Overview
- Pricing Home Page
- Modifier Setup
- Shortcut Region
- Quiz
- Summary
- Module 2 – Generic Implementation Setup
- Implementation Objectives
- Main Pricing Implementation Steps
- System Administration Setup
- Profile Options
- Multicurrency Profile Options
- Pricing Transaction Entities
- Qualifier Contexts and Attributes
- Pricing Contexts and Product Attributes
- Attribute Management
- Units of Measure
- UOM Conversions
- Item Relationships
- Pricing Lookups
- Currency Setup
- Pricing Events and Phases
- Pricing Parameter Settings
- Pricing Security Setup
- Related Prerequisite Setup
- Item Definitions
- Item Category Sets and Categories
- Inventory Organization Setup
- Order Management Lookups
- Shipping Lookups
- Customer Class and Profile Class
- Customers and Customer Sites
- Transaction Types
- Freight Terms and Cost Types
- Payment Terms
- Module 3 – Oracle Advanced Pricing Concepts and Methodology
- Pricing Rules, Actions, and Controls
- Pricing Extensibility
- Attribute Mapping
- Pricing APIs
- Basic Pricing Flow
- Pricing Methodology
- Analyzing Pricing Needs
- Developing Pricing Solutions
- Currency Strategy

- Single vs Multiple Currency Price Lists
- Customer and Product Hierarchies
- TCA Attributes
- Item Categories and Category Sets
- Structuring Pricing Rules and Actions
- Establishing Pricing Controls
- UOM Strategy
- Multi-Organization Pricing
- Pricing Security, MOAC, and Operating Units
- Item Validation Organization
- Cross Order Volume Loader
- Testing Pricing Solutions
- Module 4 – Oracle Advanced Pricing Lookups and Profile Options
- Key Pricing Lookups
- Agreement Type
- Arithmetic Operator
- Comparison Operator
- Currency Precision Type
- Effective Date Types
- Incompatibility Groups
- Incompatibility Resolution Codes
- List Line Type Codes
- Modifier Level Codes
- Price Break Types
- Pricing Events
- Profile Options
- Order Management Profile Options for Pricing
- Oracle Advanced Pricing Profile Options
- Quiz
- Summary
- Module 5 – Price Lists
- Price List Objectives
- Price List Overview and Structure
- Price List Information
- Multicurrency Price Lists
- Creating Price Lists
- General Information
- Secondary Price Lists and Precedence
- Qualifiers
- Adding Price List Lines
- Default UOM for Price Lists
- Price Breaks
- Types
- Block Pricing
- Usage Proration
- Dynamic Pricing with Formulas

- Price List Maintenance
- Combining Price Lists
- Rounding and Currency Conversion
- Conversion Types
- Attaching Multicurrency Conversion Lists
- Upgrading to Multicurrency
- Price List Maintenance Tasks
- Copying Lists and Lines
- Adding Items
- Manual Price Updates
- Adjustments
- Negative Pricing
- Querying and Deleting Lines
- Module 6 – Bulk Uploading and Maintenance of Price Lists
- Bulk Loader Overview
- Bulk Loader Concurrent Programs
- Loading Data
- Pre-Processing Steps
- Importing Data
- Bulk Loader Processing
- Bulk Loader Profile Options
- Module 7 – Agreements and Advanced Pricing Contracts
- Agreements Overview
- Creating Agreements
- Agreement Types
- Standard vs Agreement Price Lists
- Customer Merging
- Agreement Lines
- Pricing Attributes for Agreements
- Price Breaks in Agreements
- Revising and Deleting Agreements
- GSA Pricing Overview
- Creating GSA Price Lists
- GSA Qualifiers
- Sales Agreements
- Quiz
- Summary
- Module 8 – Pricing Formulas
- Formula Objectives
- Overview of Pricing Formulas
- Pricing Formula Examples
- Creating Pricing Formulas
- Formula Lines and Line Types
- Formula Types
- Function
- List Price

- Factor List
- Modifier Value
- Numeric Constant
- Price List Line
- Pricing Attribute
- Advanced Pricing Formula Window
- Building Formula Packages
- GET_CUSTOM_PRICE API
- Parameters
- Customization
- Usage Scenarios
- Linking Formulas to Price Lists and Modifiers
- Formula Processing
- Static Processing
- Dynamic Processing
- Handling Null Values
- Formula Step Values
- Updating Formula Prices
- Seeded Freight and Special Charge Formulas
- Formula Profile Options
- Practical Formula Scenarios
- Quiz
- Module 9 – Course Review and Summary
- End-to-End Pricing Flow Review
- Key Implementation Best Practices
- Common Pricing Design Scenarios
- Final Summary
- Module 5 – Qualifiers and Qualifier Groups
- Module Objectives
- Overview of Qualifiers
- Creating Qualifiers for Price Lists and Modifiers
- List Qualifiers (HTML UI)
- Line Qualifiers (HTML UI)
- Typical Qualifier Setup (HTML UI)
- Qualifier Terminology
- Example of Qualifier Hierarchy
- Types of Qualifiers
- Unique Qualifiers (HTML UI)
- Common Qualifiers (HTML UI)
- Applies To Party Hierarchy Option
- Creating Qualifier Groups
- Qualifier Grouping Number (Forms UI)
- Appending Qualifier Groups
- Retaining and Generating Unique Grouping Numbers
- Quiz
- Summary

- Module 6 – Modifiers and Pricing Controls
 - Module Objectives
 - Overview of Modifiers
 - Modifiers in Business Scenarios
 - Pricing Concept: Modifiers
 - Examples of Modifier Use
 - Surcharge Modifiers
 - Discount Modifiers
 - Freight and Special Charge Modifiers
 - Promotional Goods Modifiers
 - Term Substitution Modifiers
 - Item Upgrade Modifiers
 - Coupon Issue Modifiers
 - Price Break Modifiers
 - Price Breaks: Net Amount Calculations and Examples
 - Accumulated Range Breaks
 - Modifier Line Start/End Dates
 - Pricing Controls
 - Modifier Level Controls
 - Pricing Phase Controls
 - Pricing Events and Seeded Phases
 - Buckets and Manual Modifier Buckets
 - Cascading Modifiers
 - Incompatibility Controls
 - Best Price Logic
 - Exclusivity Rules
 - Precedence and Benefits
 - Accruals and Promotional Limits
 - Types of Limits (Hard/Soft)
 - Actions for Exceeded Limits
 - Pricing Organizer Overview
 - Quiz
 - Summary
- Module 7 – Price Books
 - Module Objectives
 - Overview of Price Books and Types
 - Price Book Examples and Benefits
 - Implementation Steps
 - Setting Profile Options
 - Verifying Pricing Parameters
 - Default Printer Setup
 - Oracle XML Publisher Setup
 - XML Gateway Message Maps
 - Price Book APIs
 - Create Price Book API
 - Get Price Book API

- Creating a Price Book
- General Criteria
- Price Calculation Criteria
- Price Book Publishing Options
- Price Book Publishing Templates
- Generating and Publishing Price Books
- Viewing Price Book Details Online
- Delta Price Books
- Maintaining Price Books
- Republish
- Viewing Errors
- Quiz
- Summary
- Module 8 – Attribute Management
- Module Objectives
- What is Attribute Management?
- Attribute Management Features
- Process Flow: Creating Contexts and Attributes
- Common Terms and Context Definitions
- Qualifier Contexts
- Product Contexts
- Attributes for Contexts
- How Attributes Control Pricing Actions
- Creating Attributes for Contexts
- Attribute Selection for Pricing Engine Processing
- Pricing Attributes and Flexfields
- Stages in Attribute Creation
- Linking Attributes to Pricing Transaction Entities (PTEs)
- Attribute Options and Levels
- LOV Enabled Windows
- Disabling Attributes for PTEs
- Attribute Mapping Methods
- Setting Up Mapping Rules
- Building Attribute Mapping Rules Programs
- Overview of Pricing Transaction Entities
- Seeded PTEs
- Components and Source Systems
- Request Types and PTE Parameters
- Creating New PTEs and Defining Associations
- Source System Codes with Examples
- Quiz
- Summary
- Module 9 – Pricing Security
- Module Objectives
- Overview of Pricing Security
- Roles: Oracle Pricing Administrator

- Levels of Pricing Security
- Functional Security
- PTE + Source System Code Level Security
- Setting Up Pricing Security
- Mapping Security Requirements
- Assigning Entities to Operating Units (Entity Usage)
- Creating Privileges
- Setting Security Profile Options
- Turning Security On and Confirming Settings
- Security for Operating Units
- Owned, Global, and Entity Sets
- Privileges and Access Levels
- Multi-Organization Access Control (MOAC)
- Benefits
- Prerequisites
- Implementation Steps
- Controlling Access for Price Lists and Modifiers
- Examples and Implementation Considerations
- Copying Price Lists and Modifiers with MOAC
- Integrations with Multi-Org Access Control
- Quiz
- Summary
- Module 10 – Diagnostics and Troubleshooting
- Module Objectives
- Overview of the Pricing Engine Request Viewer
- Setting Profile Options
- Using the Request Viewer
- Debug Log Window
- Diagnostics Concurrent Programs
- Performance Analysis
- List Line Details
- Pricing Engine Messages and Diagnosis
- Oracle Advanced Pricing Diagnostics White Paper
- Quiz
- Summary
- Module 11 – Course Summary
- Course Overview and Objectives
- Recap of Key Concepts
- End-to-End Pricing Process Review
- Best Practices and Implementation Guidelines