(21A) Oracle SCM Cloud: Using Channel Revenue Management Ed 1

Oracle Supply Chain Management (SCM) Cloud

DURATION	MODULES	COURSE CODE
1 Days	5 Lectures	—

Course Overview

(21A) Using Channel Revenue Management Ed 1

What You Will Learn

Overview of Channel Revenue Management Cloud

- Learning Objectives
- Agenda
- Channel Revenue Management: Overview
- Agenda
- Definition of Buy Side and Sell Side Channel Flows
- Entities Supported in Buy Side and Sell Side Channel Flows
- Agenda
- What is a Deduction?
- What is a Settlement?
- Handling Deductions and Settlement in Channel Revenue Management
- How does deductions and settlement work?
- Agenda
- How does Supplier Ship and Debit Work?
- Supplier Ship and Debit Working Business Process Flow
- How Channel Incentives are Applied to Sales Orders and Converted
- to Accruals
- How Channel Claims Are Processed
- How Channel Activity is Accounted
- Summary
- Quiz

Deductions and Settlement

- Learning Objectives

- Agenda
- Deduction and Overpayment Claim Processing
- How Deduction and Overpayment Claims Are Processed?
- Agenda
- How Deductions and Settlement Work with Receivables?
- Agenda
- Management of Customer Trade Profiles
- Agenda
- Management of Customer Claims
- Various Types of Claim Statuses Available
- Status Transition for Customer Claims
- Important Date Fields in a Claim
- Agenda
- Resolve Deductions and Overpayments
- Summary
- Quiz:
- Practice 2: Overview

Manage Settlement Operations

- Learning Objectives
- Agenda
- Scheduling to Settle Customer Claims
- Summary
- Quiz
- Practice 3: Overview

Supplier Channel Management

- Learning Objectives
- Agenda
- Supplier Ship and Debit: Business Process Flow
- Agenda
- Manage Supplier Programs
- Status Transition for Supplier Programs
- Agenda
- Management of Supplier Trade Profiles
- Agenda
- Create Adjustments
- View Adjustments
- Agenda
- Create Sales Orders with Channel Incentives
- Applying Channel Programs to Standard Items, ATO, PTO, and Kits
- Agenda
- Manage Supplier Claims
- Status Transitions for Claims
- Agenda

- Supplier Checkbook
- Supplier Checkbook: Fields Available
- Summary
- Quiz
- Practice 4: Overview

Manage Channel Operations

- Learning Objectives
- Agenda
- Schedule the Mass Creation of Accruals
- Agenda
- Schedule the Accounting of Channel Accruals and Relief of Accruals to
- General Ledger
- Agenda
- Schedule the Cleanup of Unprocessed Accounting Events for
- Channel Transactions
- Agenda
- Schedule the Generation of Supplier Claims
- Agenda
- Schedule the Closure of Settled Claims
- Summary
- Quiz
- Practice 5: Overview