Real Life Learning Activity 3 – Ordering Business Process

Location of Activity

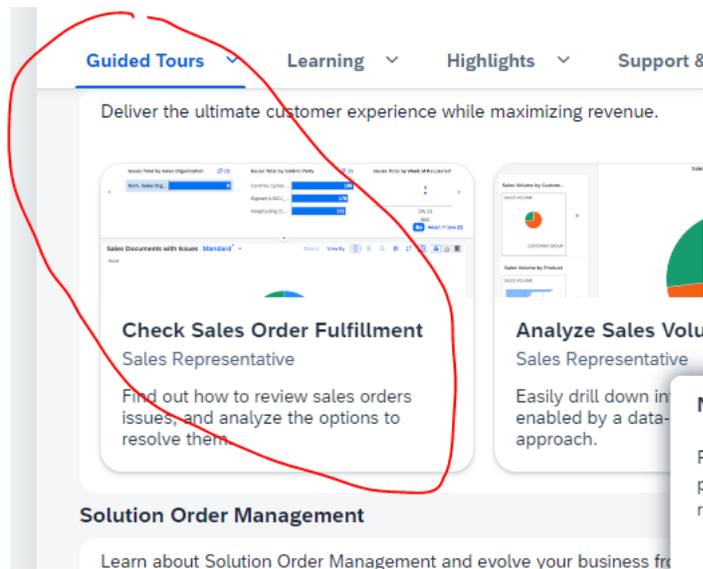Please go to https://www.sap.com/products/erp/s4hana/trial.html and login with your previously created SAP trial account
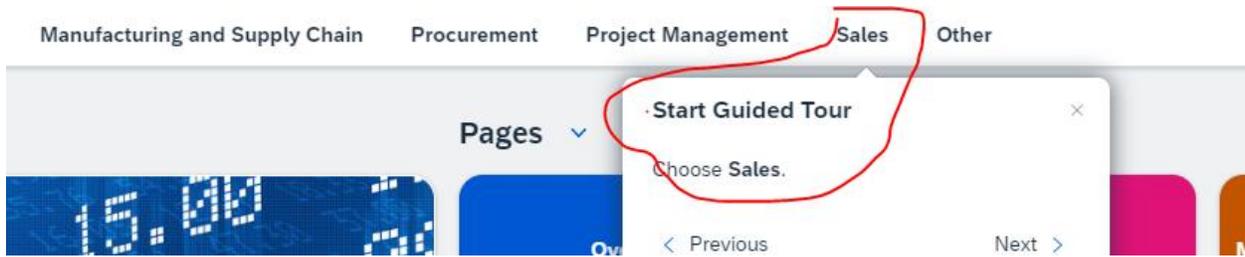
Instruction

Go to Trial Center and locate Guided Tours
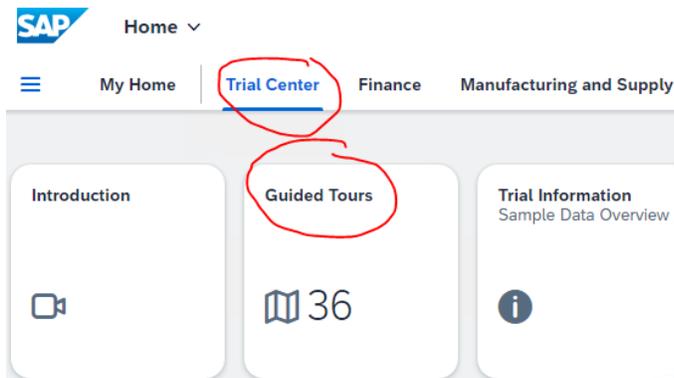
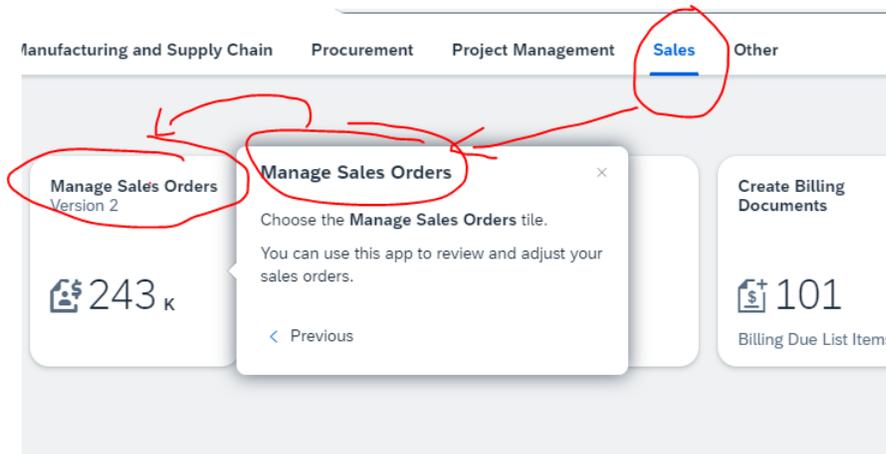
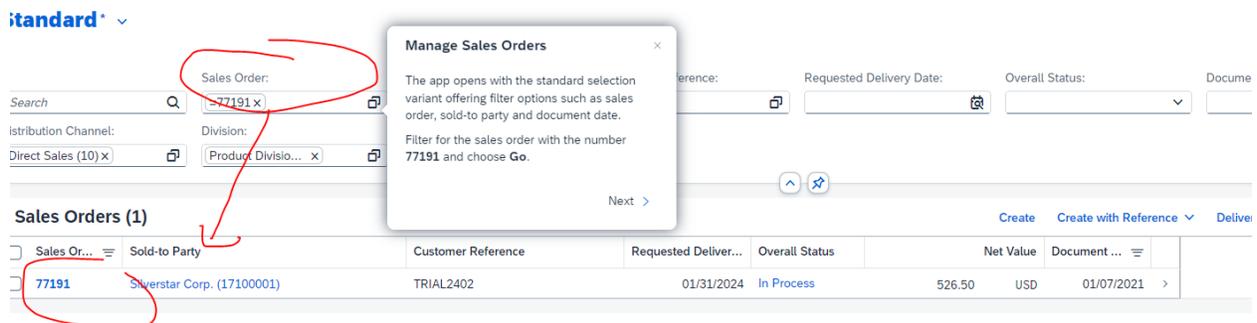Then, go to "Guided Tours" tab and locate "Check Sales Order Fulfillment"

Follow the "Guided Tours" tips to locate apps in Sales section

Then, click "Manage Sales Orders".

Follow the tour tip to search for sales order 77191.

Follow the tour tip to locate Settings and follow the tips to check Billing Block and Delivery Block.

View Settings   Reset

Columns   Sort   Group

In the View Settings, select the columns
Billing Block and **Delivery Block**.

Confirm your entries with **OK**.

‹ Previous   Next ›

Search

☐ Columns (8/79)

☑ Requested Delivery Date

☑ Overall Status

☑ Net Value

☑ Document Date

☐ Account Assignment Group for Customer

☐ Approval Request Reason

☐ Approval Status

☐ Assignment

☑ Billing Block

☐ Dangerous Goods Status

☐ Date of Services Rendered

☑ Delivery Block

Then, follow the tour tip to check the Sales Order – 77191, Under the Delivery Block, click on

Standard ˅

| Sales Order: | Sold-to Party: | Customer Reference: | Requested Delivery Date: | Overall Status: |
| =77191 × | | | | |

| Document Date: | Sales Organization: | Distribution Channel: | Division: | |
| | Dom. Sales Org ... × | Direct Sales (10) × | Product Division... × | **Go** Adapt Filters (4) |

Sales Orders (1)   Create   Create with Reference ˅   Delivery Block ˅   Billing Block ˅

☑ Sales Or... ≡	Sold-to Party	Customer Reference	Requested Deliver...		Net Value	Document ... ≡
☑ 77191	Silverstar Corp. (17100001)	TRIAL2402	01/31/2024	Set Delivery Block	526.	
	Billing Block: Check Payment Terms (04)			Remove Delivery Block		
	Delivery Block: Check Shipping Data (50)					

Manage Sales Orders   ×
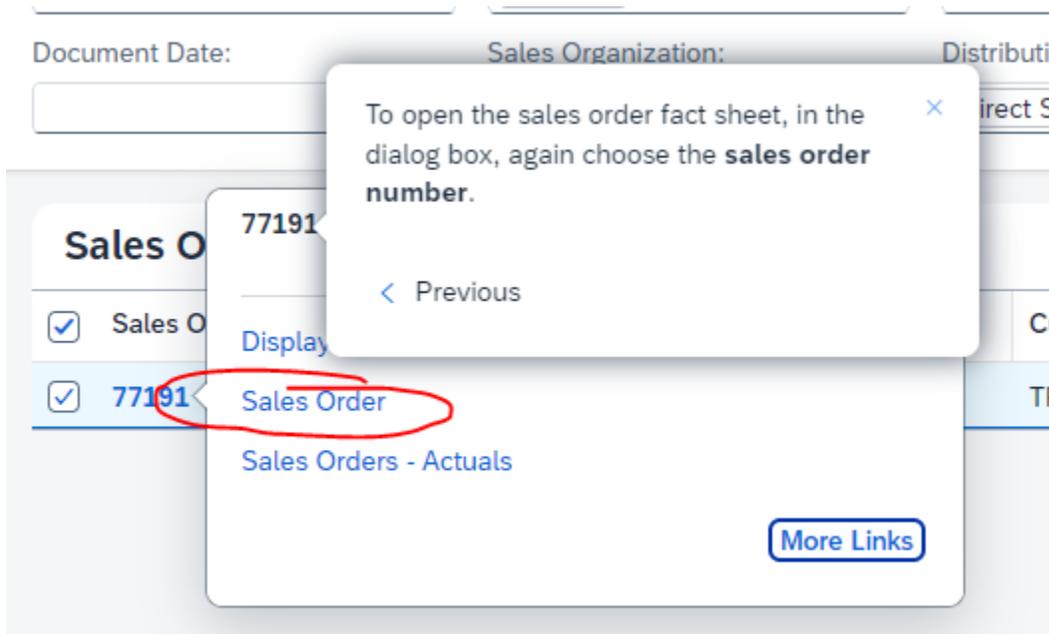
In the **Delivery Block** dialog box, select the
delivery block reason **Check Shipping Data**
and choose **Set Delivery Block**.

‹ Previous   Next ›
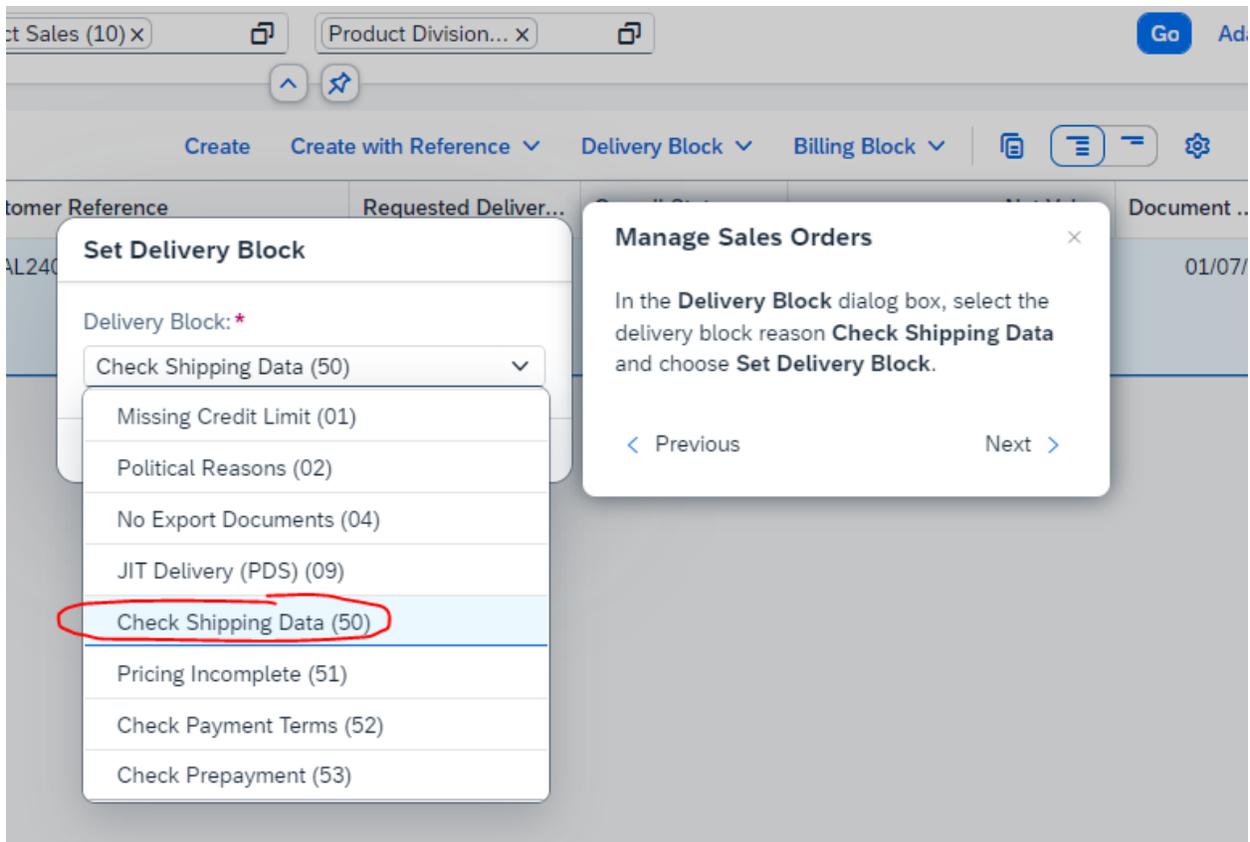
Then, follow "Manage Sales Orders", click the Sales Order Number

Choose to display the selected sales order

Then, click on "Process Flow" tab

Overall Status: In Process   Ovrl Delivery Status: Partially Completed   Approval St

ar Corp. (17100001)   Rejection Status: Nothing Rejected   Credit Status: Not Performed

ar Corp. (17100001)

Manage Sales Orders   ✕

Items   Business Partners   Process Flow

Choose **Process Flow** to review the process
flow for this sales order.

Next >

Direct Sales, Product Division 00   Customer Reference:
                                          TRIAL2402

ble: Customer Reference Date:

                                          –

1. What is the step right after Order Processing?

Ans.

2. What is the last step of the process flow?

Ans.

3. Is the "Standard Order" for order number – 77191 fulfilled?

Ans.

Continue the tour to display customer

Sales Order: Sold-to Party: Customer Reference: Requested Del

Manage Sales Orders   ✕

In the column Sold-To Party, click the customer
name **Silverstar Corp. (17100001)**.

Corp. (17100001)

Next >

Customer

Sold-to Party   Display Customer Balances   er...   Overall Status

Silverstar Corp. (17100001)   Manage Customer Line Items   024   In Process

                                   Post Incoming Payments

                                   Process Receivables by Customer

                                                                 More Links

4. What is the customer's name?

Ans.

5. According to Porter's value chain model (reference: https://online.hbs.edu/blog/post/what-is-value-chain-analysis), which activity group do the ordering activities belong to? (Note: Please write down the letter choice along with its corresponding answer to avoid any mistyping.)

      A. Primary activities
      B. Support activities

Ans.

6. According to Porter's value chain model (reference: https://online.hbs.edu/blog/post/what-is-value-chain-analysis), to which specific activity group do the ordering activities belong? (Note: Please write down the letter choice along with its corresponding answer to avoid any mistyping.)

      A. Inbound logistics
      B. Operations
      C. Outbound logistics
      D. Marketing and sales
      E. After-sales services
      F. Procurement
      G. Technological development
      H. Human resources management
      I. Infrastructure

Ans.