



SAP Pricing and the Condition Technique in SAP ERP (SAP PRESS)

By Ursula Becker, Werner Herhuth, Manfred Hirn



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Wrap your head around pricing and the condition technique with this nuts-and-bolts guide! First become versed in the fundamentals: condition types, master data settings, and condition lists. Then employ standard configurations, from condition records to pricing in sales documents. Use function modules, deploy user exits, and create custom workarounds to pick the right price for your products!

- * Use the condition technique for pricing and related sales processes
- * Configure condition tables, condition types, access sequences, and more
- * Meet advanced pricing requirements such as condition exclusion and currency conversion

Fundamentals

Walk step by step through the essential elements of the condition technique and see how condition records, tables, and types form the basis of your calculation. Then set up condition master data and filter condition records with condition lists.

Standard Configuration

Learn to create a condition table and access sequence, maintain a release status, handle pricing in sales documents, and determine taxes.

Advanced Techniques

Want to implement data determination via the condition technique? Handle freight surcharges? Add a second or third subtotal field? Kick your pricing practices up a notch with advanced techniques!

- * Pricing
- * SAP ERP
- * Materials Management (MM)
- * Sales and Distribution (SD)
- * Master data
- * Function modules
- * User exits
- * Configuration

- * Performance and testing
- * Rebate processing

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Editorial Review

About the Author

Dr. Ursula Becker has been the development architect responsible for the pricing functionality in SAP ERP since 2009. She studied physics and astronomy at the University of Heidelberg and joined SAP in 1998, after completing her doctorate and two years of research. In the following years she worked in support before moving on to development with a focus on pricing, billing, and rebate processing. She has also worked in the areas of SAP Customer Relationship Management (SAP CRM) and SAP Business ByDesign.

Werner Herhuth is a certified consultant in the area of order fulfillment (in SAP ERP) and the author of several SAP courses. He studied mathematics and business administration with specialization in business informatics at the University of Mannheim. He worked for 13 years as a systems analyst and head of application programming in the engineering industry before joining SAP in 1996.

Manfred Hirn was responsible for the development of the condition technique, as well as the billing and pricing functionalities which he helped program, in SAP R/3. He studied mathematics with a minor in business administration at the University of Würzburg. In his first job at a brewery, he was involved in the development and introduction of an order and trip management system. In 1984, he joined the SAP development team and supervised the SAP R/2 billing program. Later he worked as a development manager in the areas of sales, pricing, and billing.

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