

Sales Management-Administration for SunSystems v5.4 & v6

Duration: ½ Day – scheduled on demand

Prerequisite: Processing knowledge of SunSystems Sales Management is assumed. An understanding of accounts receivable procedures is desirable.

Who Should Attend: Any users who are responsible for maintaining the Sales Management module within SunSystems.

What You Will Learn: At the completion of this training session participants will be competent in the following:

- Navigate around SunSystems
- Understand the sales process flow
- Maintain the main setup functions for the Sales Management module

Course Content – Sales Management Administration for SunSystems v5.4 & v6

Introduction & Overview

- Working with the SunSystems user interface
- Overview of SunSystems Order Fulfilment
- The Sales Order Processing Cycle
- The Sales cycle stages

Setup & Maintenance of Purchase Management

- Creating and Maintaining Number Streams
- Defining Transaction Reference setup

- Maintaining the Sales Business Setup
- Defining Value Labels
- Creating Value Books & Value Book Pages
- Sales Price Books
- Using Formula Designer
- Using Ledger Interface Account Recognition Codes
- Maintaining Ledger Interface Postings
- Defining sales Types
- Creating Unit of Measure Labels & Conversions
- Creating Item Codes
- Using Analysis Mapping to Ledger