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| 1. **Course Identity** | | | |
| **Course Name** | Business Processes in Sales Order Management | | |
| **Faculty** | Business and Economics | **Study Program** | Management |
| **Code** | SEM958 | **Credits Weight** | 3 |
| **Group** | Study Program | **Type of Course** | Elective |
| **Semester** | 6 | **Availability** | Limited to Study Program |
| **Learning Method** | Computer Lab Practice | **Media** | Blended |
| **Course Cluster** | Specialization Elective Courses (MKPP) | **Prerequisite** | Graduated: Enterprise Resources Planning, Management  Marketing |

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| **2. Course Description** |
| Business Process In Sales Order Management helps students understand the basic concepts and application of sales and distribution (SD) business process simulations. These concepts include organizational structure and master data, which are used as the basis for understanding business processes and applications at SD. The application is in the form of a simulation using case study methods and SAP software tools. |

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| **3.Learning Outcomes** | | | |
| **CPL Codes** | **Learning Outcomes of Graduate Formulation (CPL)** | **CPMK Codes** | **Formulation of Course Learning Outcomes (CPMK)** |
| **S1** | To be devoted to God the Almighty and develop a virtuous noble character | **M1** | To be dedicated to God the Almighty and develop a virtuous noble character, independent, ethical, honest, able to communicate at all levels of the organization, culture and management and able to recognize management problems based on appropriate and visionary scientific studies. |
| **S3** | To internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out profession |
| **PP3** | To profess at least one of the international languages |
| **KU4** | To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions |
| **KK1** | To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations. |
| **KK3** | To see opportunities quickly and dare to take risks responsibly to provide optimal benefits |
| **KK5** | To think like a visionary, and to be open, communicative, creative, responsive to change and adaptive to the scientific and technological advancement in the scope of management science |
| **S1** | To be devoted to God the Almighty and develop a virtuous noble character | **M2** | To appreciate the diverse cultures, views, religions, and beliefs and opinion or original findings of others, and able to be independent with open and visionary communication, apply the knowledge possessed to support the practice in public sphere and professional life (practical knowledge, scientific practice), by implementing Islamic values towards the mercy for the whole universe. |
| **S3** | To internalize values, norms and ethics that prioritize integrity, honesty, responsibility and trust in carrying out profession |
| **S5** | To appreciate the diverse cultures, views, religions, and beliefs and opinion or original findings of others |
| **PP3** | To profess at least one of the international languages |
| **KK5** | To think like a visionary, and to be open, communicative, creative, responsive to change and adaptive to the scientific and technological advancement in the scope of management science |
| **KU3** | To identify managerial issues and organizational functions at the operational level, as well as take appropriate action based on developed alternatives, by applying entrepreneurial principles rooted in local wisdom | **M3** | To identify managerial problems and organizational functions at the operational level based on data and information analysis rooted in local wisdom and to use responsible scientific methods |
| **KU4** | To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions |
| **KK1** | To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations. |
| **KK3** | To see opportunities quickly and dare to take risks responsibly to provide optimal benefits |
| **KK4** | To think “out of the box” by implementing the values of perfection in accordance with the Islamic treatise by approaching and reasoning to solve problems based on management science |
| **KU3** | To identify managerial issues and organizational functions at the operational level, as well as take appropriate action based on developed alternatives, by applying entrepreneurial principles rooted in local wisdom | **M4** | To identify managerial problems and organizational functions at the operational level based on data and information analysis rooted in local wisdom and to use responsible scientific methods |
| **KU4** | To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions |
| **KK1** |  |

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|  | To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations |  |  |
| **KK3** | To see opportunities quickly and dare to take risks responsibly to provide optimal benefits |
| **KK4** | To think “out of the box” by implementing the values of perfection in accordance with the Islamic treatise by approaching and reasoning to solve problems based on management science |  |  |
| **KU3** | To identify managerial issues and organizational functions at the operational level, as well as take appropriate action based on developed alternatives, by applying entrepreneurial principles rooted in local wisdom | **M5** | To identify managerial problems and organizational functions at the operational level based on data and information analysis rooted in local wisdom and to use responsible scientific methods |
| **KU4** | To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions |
| **KK1** | To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations. |
| **KK3** | To see opportunities quickly and dare to take risks responsibly to provide optimal benefits |
| **KK4** | To think “out of the box” by implementing the values of perfection in accordance with the Islamic treatise by approaching and reasoning to solve problems based on management science |

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| **4.Learning Materials and Main References** | |
| **Learning Materials** | 1. Introduction and Navigation 2. Enterprise Structure in Sales and Distribution 3. Overview of Sales Process 4. Master Data in Sales and Distribution 5. Sales and Distribution Processes – Data Determination and Collective Processing 6. Availability Check 7. Make-To-Order 8. Complaint Processing 9. Analyses for Sales and Distribution Processes |

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| **Main Reference** | SAP Indonesia. 2006. Participant Handbook SCM600 Business Process in Sales Order Management. SAP Indonesia. Jakarta |

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| **Date: February 10, 2021** | **Date: February 4, 2021** | **Date: February 1, 2021** |
| Approved by the Dean | Examined by the Head of the Study Program | Prepared by: |
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| Prof. Jaka Sriyana, S.E., M.Si., Ph.D. | Anjar Priyono, S.E., M.Si., Ph.D. | Dra. Budi Astuti, M.Si. |