

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

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.

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		
KU 4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KK 1	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations.		
KK 3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK 5	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	M2	To appreciate the diverse cultures, views, religions, and beliefs and opinion or original findings of
S1	To be devoted to God the Almighty and develop a virtuous noble character		
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		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.
PP3	To profess at least one of the international languages		
KK 5	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		
KU 3	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
KU 4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KK 1	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations.		
KK 3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK 4	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		
KK 1	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		
KU 3	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
KU 4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KK 1			

	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations		
KK 3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK 4	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		
KU 3	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		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
KU 4	To make the right managerial decisions in various types of organizations at the operational level, based on data and information analysis on organizational functions		
KK 1	To recognize and observe management problems through empirical studies and modeling using scientific methods based on management science in various types of organizations.	M5	
KK 3	To see opportunities quickly and dare to take risks responsibly to provide optimal benefits		
KK 4	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		

4.Learning Materials and Main References

Learning Materials	<ol style="list-style-type: none"> 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:
		
Prof. Jaka Sriyana, S.E., M.Si., Ph.D.	Anjar Priyono, S.E., M.Si., Ph.D.	Dra. Budi Astuti, M.Si.

