

# SAP IPD (Incentive and Payback Deals) Training

## *COURSE CONTENT*

### GET IN TOUCH



Multisoft Systems  
B - 125, Sector - 2, Noida



(+91) 9810-306-956



[info@multisoftsystems.com](mailto:info@multisoftsystems.com)



[www.multisoftsystems.com](http://www.multisoftsystems.com)

## **About Multisoft**

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Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

## **About Course**

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SAP IPD (Incentive and Payback Deals) is an advanced module within SAP S/4HANA that enables organizations to manage complex incentive and rebate agreements with customers, suppliers, and partners. Multisoft Systems offers comprehensive training on SAP IPD to equip participants with the knowledge and skills required to configure, manage, and optimize incentive and payback processes across industries.

## Module 1: Introduction to SAP IPD

- ✓ Overview of Incentive and Payback Deals in SAP
- ✓ Role of IPD in SAP S/4HANA
- ✓ Key Benefits and Business Scenarios
- ✓ Integration of IPD with other SAP modules (SD, MM, FI, etc.)

## Module 2: Basic Concepts of IPD

- ✓ Key Terminologies: Deals, Incentives, Paybacks, Conditions
- ✓ Differences between Standard Rebates vs IPD
- ✓ Master Data Concepts in IPD

## Module 3: IPD Master Data Setup

- ✓ Business Partners and Hierarchies
- ✓ Product Hierarchies and Materials
- ✓ Rebate Agreements and Condition Contracts
- ✓ Creation of Incentive and Payback Deals

## Module 4: Deal Lifecycle Management

- ✓ Deal Creation (Sales and Purchase Deals)
- ✓ Workflow and Approval Management
- ✓ Deal Release and Activation
- ✓ Deal Validity and Termination

## Module 5: Condition Contract Management

- ✓ Introduction to Condition Contracts
- ✓ Creation and Maintenance of Condition Contracts
- ✓ Pricing Conditions and Condition Types in IPD
- ✓ Contract Settlement Basics

## **Module 6: Processing and Settlement**

- ✓ Accruals Management in IPD
- ✓ Claim Processing and Validation
- ✓ Payment Execution for Deals
- ✓ Reporting of Settlements and Accruals

## **Module 7: Integration with Other SAP Components**

- ✓ SAP SD (Sales and Distribution) Integration
- ✓ SAP MM (Material Management) Integration
- ✓ SAP FI (Financial Accounting) Integration
- ✓ SAP S/4HANA Specific Integration Features

## **Module 8: Analytical Reporting in IPD**

- ✓ Standard Reports and Analytics
- ✓ SAP Fiori Apps for IPD
- ✓ Custom Reporting Options

## **Module 9: Key Enhancements and Configurations**

- ✓ Basic Configuration in IMG (Implementation Guide)
- ✓ BAdIs (Business Add-Ins) for Custom Enhancements
- ✓ Extension and Customization Scenarios

## **Module 10: Common Challenges and Best Practices**

- ✓ Typical Implementation Challenges
- ✓ Best Practices for Deal Management
- ✓ Lessons Learned from Real Implementations

## Module 11: Hands-On Practice / Live Scenarios

- ✓ Creating and Managing a New Deal
- ✓ Condition Contract Creation and Settlement
- ✓ End-to-End Deal Lifecycle Simulation

## Module 12: Final Review and Q&A

- ✓ Summary of Key Learning Points
- ✓ Case Study Discussion
- ✓ Open Q&A Session