

PRM - Profitability Management

Requirements none

Participants

Employees and experts of controlling, accountancy and marketing/sales

Objectives

- To learn about the module specific functions of PRM
- Construction of business- and marketing controlling in a fictitious company
- Definition and installation of contribution margin reports

Topics

- Base System
- Definition of general ledger accounts/ secondary accounts
- Definition of turnover units
- Cost drivers
- Record type organization/voucher maintenance
- Fixed Costs Assignment
- Transfer of fixed costs from the cost centers- (CCM) or cost unit accounting (COM)
- PRM Allocations
- Absorption of fixed costs according to specific evaluation criterions - as for example articles, article groups etc.
- Direct costing planning
- Presentation of the integration into the front-end system
- Construction of a planning-bill
- Valuation of quantity data
- Actual direct costing
- Presentation of the integration into the front-end system
- Take-over of actual-quantities/ -values
- Valuation of the quantity data
- Reports/ Controlling
- Construction of user defined contribution margin reports
- Construction of the evaluation hierarchy concerning the marketing point of view
- Cost variance analysis
- Set-up of administration-index numbers
- Report selections
- Call- up of reports after different criterions
- Drill-down method
- Object-comparison-reports (for example hitlists regarding customers, customer groups, articles)

Duration 3 days

Price on request