

SALES PIPELINE

General Data/Main

- SalesPhase: Soll das so geschrieben sein? Alle Auswahlmöglichkeiten beginnen mit einem Großbuchstaben, bis auf „offer“.
- NeedForAction: Auswahlmöglichkeiten sind wieder deutsch.

Project Fields

- Category/Strategy: Auswahlmöglichkeiten wieder deutsch.

Skills

- IT Skills: Auswahlmöglichkeiten alle deutsch

Language Skills

- „Indian“ ist keine Sprache. Indien hat ungefähr 180 Sprachen. Besser wäre also „Indian Language“ oder „Hindi“ und „Other Indian Language“.

Soft Skills

- „Know How Building“ klingt eigenartig
- „Rhetoric“ nicht „rethorics“
- „Team Building“ und „Team Leading“

ADDRESS

The screenshot shows the SAP 'Address 1' form for 'CSH Consult AG Fakturaanschrift'. The 'General data' tab is active. The form contains the following fields:

Company	CSH Consult AG		
Address type	Fakturaanschrift		
Other company name	CONSULT AG		
Street	Bahnhofstraße 29		
Postal code	80400	City	München
Country	Germany		

- Fakturaanschrift

CONTACT PERSON

General Data

The screenshot shows the SAP 'Contact person' form for 'Nahl Lisa'. The 'General data' tab is active. The form is divided into 'Basic information' and 'Address' sections. The 'Basic information' section contains the following fields:

Company	CSH Consult AG	Type	
Salutation	Misses	Title	Dr.
Last name	Nahl	First name	Lisa
Department	Geschäftsführung	Function	Geschäftsführung
Blocked	<input type="checkbox"/>	Reason for blocking	
Note			

The 'Address' section contains the following fields:

Street	Bahnhofstraße 28	City	München		
Postal code	80400	Country	Germany	Language	German
Phone number	089 / 7312-100	Fax number	089 / 73 12 - 99		
Mobile number	089 / 12 20 120				
Email address	nahl@consult.de				

Private

Private data form for Contact person Nahl Lisa. The form is divided into sections: Address & Communication and Other private information. In the Address & Communication section, the Private email address field is highlighted with a red box. In the Other private information section, the Hobbys field is also highlighted with a red box.

- Address
- Hobbies, denn „Hobbys“ ist die eingedeutschte Variante

EMPLOYEE

General Data

Employee data form for Employee Schmidt Paula. The form is divided into sections: General data, Organization, and Technical information. In the Organization section, the Function dropdown menu is open, showing a list of job functions in German: Berater, Entwickler, Finanzen, Manager, Marketing, Techniker, and Vertrieb.

- Function: Auswahlmöglichkeiten alle deutsch

Addresses & Communication

Employee Schmidt Paula

Document Edit View Back references Actions

General data Addresses & Communication Working Time Management Skill management Misc

Address

Street An der Brunnenstube 25

Postal code 55120 City Mainz

Country Germany

Communication

Phone number -34

Mobile number

Email address paula.schmidt@testfirma.de

Private email address

Private phone number

- Address

UNIT

Unit Holding

Document Edit View

General data Misc

Basic information

Description Holding

Cost center 150 - Geschäftsführung Active

Note

Structure

Parent unit 150 - Geschäftsführung

Subordinate

Unit managers	Active
Schmidt Norber...	<input checked="" type="checkbox"/>
Klatt Maria	<input checked="" type="checkbox"/>

Unit managers

First name	Name	Work phone	Mobile number	Email address
1 Norbert	Schmidt	-20		norbert.schmidt...

Unit members

First name	Name	Work phone	Mobile number	Email address
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PROJECT Portfolios

Project 002 Entwicklung Modul A

Document Edit View Back references Actions

General data Stakeholders Proposal **Portfolio** Risk assessment Status Key figures Fakturadokumente Calculation Order data Logbook Final Report Mi

Attributes

Probability 100,00 % Priority 3 - normal priority

Billing type Expense Category Entwicklung

Secret

Strategy Class

Program 1 - gering
2 - mittel
3 - hoch

Product

Portfolios	Name	Description	From	To
1	0001	Test		

Complexity

Order volume Number of external contacts

Contract type Number of suppliers

Risk probability Project effort

Number of employees Relevance

Complexity no project

Tailoring

- Strategy/Class: Auswahlmöglichkeiten nicht übersetzt

Fakturadokumente

Project 002 Entwicklung Modul A

Document Edit View Back references Actions

General data Stakeholders Proposal Portfolio Risk assessment Status Key figures **Fakturadokumente** Calculation Order data Logbook Final Report Mi

Contracts

Status	Description	Payment Mode	Period	From	Date end	Amount/Period

Offers

Angebots-Nr.	Offer status	Offer valid until	Amount net	Gross amount
1 CSH-19-12-5	Offer Included	19.12.2019	29.780,00 EUR	35.438,20 EUR

Confirmations

ConfirmationStatus	Confirmation numb	Order date	Purchase number	Amount	ConfirmationTotal
1 Billed	CSH-19-12-5	05.12.2019	34333	29.580,00 EUR	35.200,20 EUR

Invoices

InternalNo.	Invoice status	From	To	Project	Net amounts	Created by

Order lines

Order	Description	Amount net	Value added tax	Amount gros	Cost
1 1 0001	Pos 2	3.000,00 EUR	MwSt-D-19%	3.570,00 EUR	Fremdleistungen
2 11 35325	Pos 2	1.200,00 EUR	MwSt-D-19%	1.428,00 EUR	Fremdleistungen
3 4 00012	Beratung	1.200,00 EUR	MwSt-D-19%	1.428,00 EUR	Fremdleistungen

- Fakturadokumente
- Angebots-Nr.
- Fremdleistungen

PROCESS

General Data

Process	Description	Begin date planning	End date planning	Employee	Exter	Free	Closed	Target time	Estimated time
1	001.2-1 Konfiguration	13.12.2019	16.12.2019	Eilers Hans	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	08:00	08:00
								08:00	08:00
+	001.2-1	001.2-4	Konfiguration	13.12.2019	16.12.2019	Schaub Peter	<input checked="" type="checkbox"/>	<input type="checkbox"/>	00:00

- Occupation: Auswahlmöglichkeiten nicht übersetzt