

MATERIAL LISTING & EXCLUSION CONFIGURATION DOCUMENT- PAGE 2

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Material Listing and Exclusion is a specific functionality provide by SAP, which lets one control the sale of allowed/disallowed materials for customer.

Listing: By creating a material listing for a specific customer allows that customer to order ONLY the materials that are maintained in the list.

Exclusion: By maintaining an exclusion record for a particular customer, the customer is NOT allowed to order these materials.

The use of material listing or exclusion depends on the business scenario as both listing and exclusion function lead to allow/restrict the sale of some particular material to specific customers. If the business requirement is to allow only certain materials to be ordered then we opt for listing e.g. In Pharmacy business, there may be some distributors/stockiest who are allowed to sell only certain materials from a huge list of products so we need to maintain the listing of these materials for the given customers whereas if business needs to restrict the sale of some particular materials to some customer/group then we can go for exclusion such as in pharmaceutical business, customer sometimes may not have a license to sell certain products . It is to be noticed that exclusion have the higher priority than the listing

Material listing and exclusion lets you control which materials specific customers may or may not buy. For example, if you create a material listing for a specific customer, the customer can only order products from that list. You can also create a master record for material exclusion for a particular customer. Then the customer cannot order excluded materials from you.

That means if you produce 100 materials and you wish to sell him only 60 materials, this is done by material listing. If you want to use exclusion, it does not allow the customer to have the products which are kept in exclusion list.

Material listing/exclusion is **controlled with the condition technique**.
By default, **the system takes exclusion first and then listing**.