

SAP SD Sales & Distribution

Duration: 2 Months

Prerequisites

Knowledge of inventory, billing can be advantageous.

Course Content

1. Introduction to SAP Environment

- Sap Evolution & History
- Sap Project Environment
- Sap Ides System
- Business Process
- Sap Clients
- System Landscape And Transportation System
- Asap Methodology And Solution Manager
- Logon To Sap System
- R/3 Architecture

2. Enterprise structure

- Organizational Unit
- Definition Of Organizational Elements
- Assignment Of Organizational Elements
- View Organization Structure

3. Master Data

- Customer Master Data
- Material Master Data
- Conditions Master Data
- Customer Material Info Record

4. Basic Function

- Account Groups
- Number Ranges
- Partner Determination Procedure
- General Settings (Integration With All)
- Material Type And Industry Sector
- Stock Updating (Integration Sd & Mm)
- Stock Overview (Integration Sd & Mm)

5. Sales Document

- Sales Document Overview
- Sales Document Header Level
- Sales Document Item Level
- Sales Document Schedule Line Level

- Item Category Determination
- Schedule Line Determination
- Defining And Assigning Number Ranges
- Sales Document Types Assignment To Sales Area
- Copy Control
- Processing Sales Order
- Sales Document Functions

6. Pricing

- Pricing Overview
- Working With Condition Records
- Components Of Condition Techniques
- Condition Tables
- Access Sequence
- Condition Type
- Pricing Procedure
- Pricing Procedure Determination
- Upper And Lower Limits
- Pricing Flow
- Pricing Report
- Condition Master Data –

7. Shipping & Picking

- Shipping & Picking Overview
- Overview Of Shipping
- Organizational Units In Shipping
- Defining Shipping Point And Determination
- Defining Picking Point And Determination
- Storage Location Determination
- Delivery Document Type
- Scheduling (Backward And Forward)
- Overview Of Route
- PGI & PGR
- Delivery Item Category Determination

8. Billing

- Functional Overview
 - Billing Document Type
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- Defining And Assigning Number Ranges
- Integration SD & FI & CO
- Rebates Process –

9. Sales Process Detailed Configuration Pre Sales

- Inquiry
- Quotation

10. Order & Delivery

- Standard Order
- Delivery Document
- Return order processing

11. Special Sales Documents

- Cash Sales
- Rush order
- Consignment Fill up
- Consignment Issue
- Consignment Return
- Consignment Pickup

12. Outline Agreements

- Quantity Contracts
- Material Relevant Value Contract
- Value Contract General
- Master Contract
- Service Contract
- Scheduling Agreement

13. Complaints

- Credit Memo
- Debit Memo
- Returns
- SDF (Subsequent Delivery Free of Charges) –
- Free Delivery –
- Invoice Correction –

14. Advanced Topics

- Revenue Account Determination
- Free Goods Determination
- Bills Of Materials
- Material Determination
- Cross Selling
- Listing & Exclusion
- Item Proposal
- Route Determination
- Tax Determination (Us)

- Information Systems
- Text Determination
- Output Determination
- Credit Management
- STO (Stock Transfer Order) –
- Third Party Sales Process –
- Individual Purchase Order –
- Make to Order –
- Inter Company Sales Process –
- Batch Management –
- LSMW –
- BDC –
- FS (Functional Specification) –
- WRICEF Guidance

15. Special Features

- Projects Overview
 - Business process mapping and consulting skills
 - Project documentation and guidance overview
 - EDI & IDOC Overview
 - Interview preparation & guidance
 - Other module Integration Knowledge
 - Interview questions and guidance
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