

## SAP- SD - Course Content

### Section 1: Introduction

Introduction to SAP

#### Landscape of SAP

- Two-System Landscape
- Three-System Landscape

#### Architecture of SAP

Introduction to SAP SD

- Sales Area
- Sales Organization
- Division
- Distribution Channel
- Sales Group
- Sales Office

### Section 2: Enterprise Structure

- Introduction to Organization Structure
- General Sales and Distribution Structures
- Definition and Assignment of Organizational elements

### Session 3: Master Data in Sales and Distribution process

Customer Master Data

1. General Data Section
  2. Company Code Data Section
  3. Sales Area Data Section
- Account Groups
  - Number Ranges
  - Material Master Data

Customer Material Info Record

### Session 4: Sales Documents

- Sales Document Header Category
- Sales Document Item Category
- Sales Document Schedule Line Category

Copy Controls

1. Sales Document to Sales Document
  2. Sales Document to Delivery Document
  3. Sales Document to Billing Document
  4. Billing Document to Sales Document
- Inquiry
  - Quotation

- Standard Order
- Cash Sales
- Rush Order

### **Session 5: Customer Complaints**

1. Customer Returns
2. Debit Memo Request
3. Credit Memo Request
4. Free of charge Delivery
5. Subsequent Free of Charge Delivery
6. Invoice Correction Request

### **Session 6: Basic Functions**

#### **PRICING:**

Pricing Process:

1. Condition Tables
  2. Access Sequence
  3. Condition Types
  4. Pricing Procedure
  5. Pricing Procedure Determination
  6. Condition Record Maintenance
  7. Condition Supplement
  8. Item Conditions
  9. Header Conditions
  10. Palette Discounts & Surcharges
- Free Goods Determination
  - Inclusive Method
  - Exclusive Method
  - Revenue Account Determination
  - Partner Determination
  - Output Determination
  - Material Determination
  - Material Listing / Exclusion
  - Credit Management
  - Route Determination
  - Incompletion Procedure
  - 1 Transfer of Requirements (TOR)
  - Availability Check
- ### **Session 7: Shipping**
- Delivery Document Header
  - Category
  - Delivery Document Item Category
  - Number Ranges
  - Shipping Point Determination
  - Delivery Scheduling &

- Transportation Scheduling
- Packing

### **Session 8: Billing**

### **Session 9: Customer Outline Agreements**

- SCHEDULING AGREEMENTS
- CONTRACTS:
  1. Quantity Contracts
  2. Service & Maintenance Contracts
  3. Rental Contracts
  4. Value Contracts
  5. Master Contracts

### **Session 10: Special Business Process**

- Intercompany Sales
- Third Party Order Processing
- Individual Purchase Order
- Consignment Sales processing
- Cross Selling
- Item Proposal
- Dynamic Product Proposal

### **Session 11: Other Advanced Topics**

- Rebates
- STO (Stock Transport Order)
- Make to Order
- Make to Stock
- Bill of Material (BOM)
- Session 12: Cross-Functional Integration
- FICO Integration with SD Module:
  1. Credit Management Revenue Account
  2. Determination
  3. Delivery
  4. PGI (Post Goods Issue)
  5. Billing

### **MM Integration with SD Module:**

1. Transfer of Requirement (TOR)
2. Availability Check (OR)

### **PP Integration with SD Module:**

1. Make-to-Order Scenario
2. Make-to-Stock Scenario

### **Session 13: Cross-Applications**

ASAP Methodology :

1. Project Preparation
2. Business Blue Print (BBP)
3. Realization
4. Final Preparation
5. Go-Live & Support

Enhancements:

1. User Exits
2. Customer Exits

Data Transfer:

1. LSMW (Legacy System Migration Work Bench)

### **Session 14: Work Shop**

SAP SD Functional Consultant -

- Roles & Responsibilities and overview of Operation
- Business Process Overview
- Functional Specs
- CV Preparation
- Special Notes for Interviews
- Tickets (Real Time)

