

## SAP SD Course Curriculum

### SAP SD Training Course Contents

#### Introduction to SAP ERP

- SAP Architecture & Landscape
- Enterprise structure in Sales and Distribution
- Define organizational elements
- Assign organizational elements

#### Master Data

- Account Group, No. Range & Assignment
- Customer Master Data
- Material Master Data
- Customer Material Info Record
- Condition Records

#### Sales Order Process Overview

- Inquiry, Quotation & Order
- Shipping & Delivery
- Billing & Invoice
- Free of Charge Delivery
- Cash Sales & Rush Order Process

#### Sales Service & Complains

- Return Order Process
- Credit Memo Request,
- Debit Memo Request

- Subsequent free of charge Delivery
- Invoice correction request

## Document Types Controlling & Processing

- Sales Document Types
- Sales Document Structure
- Delivery Document Types
- Billing Document Types
- Copy Controls ( Sales, Delivery & Billing)

## Pricing

- Field Catalogue, Condition Tables, Access Sequence, Condition Types, Procedure, Condition Records
- Pricing Procedure Determination
- Price, Discounts, Taxes, Surcharges, Freight, Rebate
- Condition Exclusion groups for Pricing
- Condition Supplement & Configuring Pricing Reports

## Basic Functions

- Taxes, Item Proposal & Free Goods
- Incompletion Procedure, Listing/Exclusion
- Bill of Material (BOM) in Sales
- Material Determination
- Output Determination

### **Determinations**

- Item category Determination
- Schedule Line Category Determination

- Shipping Point Determination
- Picking Location Determination

## **Cross Functionalities**

- Revenue Account Determination
- Availability Check (ATP)& Transfer of requirements
- Delivery Scheduling (Forward & Backward)
- Transfer of Requirements
- Credit Management
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## **Logistics Execution & Billing**

- Basic Shipping Functions
- Shipping Conditions, Picking & PGI
- Route Determination
- Billing Documents
- Billing Plan

## **Finance Integration**

- Revenue Account Determination
- Credit Management
- Rebate Processing
- Billing Documents
- Billing Plan

## **Material Management Integration**

- Stock posting
- Stock Transfers
- Third Party Sales
- Individual Purchase Order

## **Special Business Process**

- Make to Order (MTO)
- Make to Stock (MTS)
- Consignments Orders
- Inter Company Sales
- Contracts & Scheduling Agreements (Outline Agreement)

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