**SAP SD Course Contents**

**Introduction:**

* Introduction to ERP & SAP.
* SAP Menus.
* Basic Sales Process.
* SAP System Architecture.
* System Landscape.
* Defining factory calendar.

**Enterprise Structure:**

* Overview of enterprise structure related to SD.
* Defining organizational elements.
* Assigning organizational elements.
* Enterprise structure consistency check and navigation.
* Maintaining common distribution channels and divisions.

**Master Data:**

* Customer master data – CMR.
	+ Introduction to customer master data.
	+ Creating Customer master data.
	+ Extending Customer master data to other org. units.
	+ Defining customer account groups.
	+ Partner determination for customers.
* Material master data.
* Customer material info record.

**Sales document processing:**

* Standard sales process in SAP system.
* Sales document structure.
* Defining sales documents types.
* Defining item categories.
* Item category determination.
* Defining schedule line categories.
* Schedule line category determination.
* Standard tables in sales order processing.
* Order, delivery and billing blocks.
* Maintaining copying controls for sales documents.

**Basic Functions:**

* Incompletion log.
* Pricing
	+ Introduction to pricing basics customer master data.
	+ Maintaining condition records.
	+ Condition Technique.
		- Defining condition tables,
		- Defining access sequence,
		- Defining Condition types,
		- Defining pricing procedures,
		- Assigning pricing procedure or Pricing procedure determination.
	+ Condition supplement
	+ Condition update
	+ Condition index
	+ Condition exclusion and exclusion groups.
* Free goods determination.
* Material Determination.
* Material listing and exclusion.
* Bill of materials.
* Revenue account determination.
* Output determination.
* Tax determination.
* Credit management.
	+ Introduction to credit management.
	+ Credit master record.
	+ Simple credit check.
	+ Automatic credit check.
* Transfer of requirements and availability check.

**Shipping:**

* Introduction shipping.
* Creating deliveries
	+ Individual and collective processing of deliveries.
	+ Deliveries without reference.
	+ Effects of post goods issue.
* Defining delivery document types.
* Defining delivery item categories.
* Delivery item category determination.
* Shipping point determination.
* Storage location determination.
* Route determination and Shipment processing.

**Billing:**

* Introduction to billing.
* Creating billing documents.
* Defining billing types.
* Invoice list.

**Special sales processes:**

* Cash sales, Rush orders,
* Return orders, Credit memo request & Debit memo request.
* Outline agreements.
	+ Scheduling agreements.
	+ Contracts.
* Third party sales.
* Consignment sales.
* Intercompany billing.
* STO process
* Rebates processing
* SD integration with other modules.
* SAP Standard reports.