**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.