



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.