

SAP Sales and Distribution(SD)

1. Overview of Sales & Distribution

- Organizational structures
- Sales and distribution aspect
- Materials management aspect
- Finance and accounting aspect
- Document flow and process chain
- Business Partners

2. Define Enterprise Structure

- Enterprise Structure in Sales
- Definition and Assign Organizational Elements
- Document Types in Sales and Distribution

3. Creating Master Data

- Material Master Record
- Customer Master Record
- Customer Material Info Records
- Condition Master Data
- Partner Functions
- Defining Account Groups for Partner Functions
- Creating No Ranges and Assignment

4. Documents

- Document Types and Function – Sales, Deliveries and Billing
- Document Control – Document type, item category control and determination schedule line category control and determination

- Copy Control – Requirements Data Transfer Routines document Flow and Pricing Type

5. Pre-Sales Activities

- Sales Document structure
- Inquiries
- Quotations
- Sales support

6. Creating, Processing and controlling

- Sales Order Processing
- Sales document types
- Creation of sales order with reference
- Item Categories
- Schedule lines Categories
- Partner determination
- Contracts and scheduling agreements
- Copy Control
- Log of incomplete items
- Material determination, material listing/exclusion
- Free goods

7. Delivery Processing

- Creating and processing deliveries
- Controlling inbound and outbound deliveries Packing
- Packing Functions
- Good receipt and goods issue
- Stock transfer with delivery

8. Pricing Procedures

- Defining and maintaining prices, surcharges, and discounts
- Condition Technique
- Condition Type
- Access Sequence
- Condition Record
- Creating condition tables, access sequences, and condition types
- Price determination
- Promotions and Rebate processing
- Definition and maintenance of prices, surcharges, and discounts

9. Fast Material Entry in Sales order

- Product Proposals
- Material Listing and exclusion
- Material Determination
- Free goods

10. Sales order Types

- Rush order
- Cash Sales
- Free of charge deliveries

11. Outline agreements

- Contracts
- Scheduling agreements

12. Special Business Processes

- Consignments
- Bill of material

13. Shipping

- Overview of shipping
- Shipping point and route determination
- Creating and controlling outbound delivery
- Delivery processing
- Picking
- Picking conformation
- Processing packing material
- Packing
- Goods issue

14. Billing Processing

- Billing document types
- Credit and Debit memos
- Methods for crating Billing Documents
- Collective processing of billing documents
- Creation of billing documents
- Controlling billing documents
- Billing plan

- Revenue account determination

15. Posting billing document to Accounts

- Business Area account assignment
- Special Features of SD & FI Interface

16. Credit management

- Integrated case study
- Implementation of a fictitious demo company in an “empty” delivery client in an

17. ERP system, using predefined business processes

- Mapping the enterprise structure
- Implementing sales transactions, delivery and billing processes, institution-specific price determination requests

18. Cross Functional settings in SD

- Copying control
- Output determination
- Text Control
- Overview of configuring printed documents in SD
- Introduction to basic system enhancements (user exits)
- Introduction to personalization (e.g. transaction variants)

19. Advanced Topics

- Inter Company Business Processing
- Third Party order processing
- Cross Company Stock Transfers(STO)
- Text determination
- Partner determination
- Output determination
- An Overview of CRM and its relationship with SD