******* SAP SD *******

Overview of Sales & Distribution

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

Define Enterprise Structure

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

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

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

Pre-Sales Activities

- ❖ Sales Document structure
- ❖ Inquiries
- ❖ Quotations
- ❖ Sales support

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

✚ Delivery Processing

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

✚ 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

✚ Fast Material Entry in Sales order

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

✚ Sales order Types
- ❖ Rush order
- ❖ Cash Sales
- ❖ Free of charge deliveries

Outline agreements

- ❖ Contracts
- ❖ Scheduling agreements

✚ Special Business Processes

- ❖ Consignments
- ❖ Bill of material

✚ 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

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

Posting billing document to Accounts

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

Credit management

- ❖ Integrated case study
- ❖ Implementation of a fictitious demo company in an "empty" delivery client in an

ERP system, using predefined business processes

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

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)

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