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Leading Marketplace for IT and Certification Courses

SAP SD Training



◆ 1:1 Instructor-led Online Training ◆



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SAP Sales and Distribution (SAP SD) is the largest module in SAP which manages all the processes from order to delivery and provide knowledge of how to optimize all the activities and tasks carried out in billing, sales and delivery, credit and returns, and integration with financials.

By the end of this training you will:

- Understand the core concepts of SAP's SD module.
- Be able to apply the knowledge learned to progress in your career as an associate level SAP SD consultant.

Career path

Junior SAP SD Functional Consultant/ SAP SD functional Consultant

What is the target audience?

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People with Sales and supply chain backgrounds, People looking to build a career in Sales, distribution and IT

I. Introductions to SD:

Introduction to ERP

SAP Overview

Functions and Objectives Of SD

Overview Cycle of SD

II. Organizational structure of an Enterprise in the SAP ECC system

Navigation basics- Easy access, favorites, settings

Creation Of Organizational Elements – Company, Company code, Plant, Storage Location, Sales organization, Distribution channel, Sales Office, Sales group and Assignments

III. Master Data:

Material Master

Customer Master

Customer Material Information record

IV. Pricing Process and Determination:

Pricing Condition technique overview

Define Access sequence

Define Condition Types

Define pricing procedures

Pricing procedure determination

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Pricing conditions in sales order

Pricing conditions in Invoicing

V. Document Types for Pre sales and Sales Documents:

(IN,QT,OR,QC,WK1,WK2,CS,RO,CR,DR)-vov8

Define Document types

Define Number Ranges for Document Type

Defining Sales document types with controls

Sales Item category defining and controls

Schedule line categories

Item category and schedule line categories determinations

VI. Sales Cycles - sales processes

Sales Inquiry Process

Sales Quotation Process

Contracts processing

Sales Order Process

Delivery and Shipping process

Invoicing Process

Credit and Debit Memo process

Credit Sales Process- Configuring credit checks, risk categories

Cash Sales process

Rush Order process

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VII. Free goods processing:

Free goods process overview

Free goods Condition technique

Exclusive and Inclusive free offers

VIII. Revenue Account Determination:

Integration of SD with FI/CO

Revenue account determination process

Revenue account determination

G/L account determinations

IX. SD Basic Functions

Partner determination process

Output determination process

Text determination process

Material determination

Transfer of requirements

Availability check process

Incompletion process

Listing and Exclusion

Route determination process

Working with Bill of Materials

X. Special Sales Special Processes :

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Consignment Sales process

Stock transport order

Third party process

Returnable transport packaging – RTP

Intercompany Sales

Rebates processing

XI. Invoicing Plans

Periodic Invoicing

Milestone billing

XII. Variant Configuration

Variant Configuration Overview

Confuting variant configuration process

Working with variants & variants pricing

Testing scenarios in variant pricing

XIII. Integration with Other Modules and Support:

Integration of SD with FI/CO

Integration of SD with MM

Integration of SD with PP

Idocs handling

Batch Jobs handling

Support Projects Handling documentation

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Implementation Projects handling & documentation

Resume Preparation

Interview preparation

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