

SAP- SD - Course Contents

Section 1: Introduction

- Introduction to SAP
- Landscape of SAP
 - Two-System Landscape
 - Three-System Landscape
- Architecture of SAP

- Sales Document to Sales Document
- Sales Document to Delivery Document
- Sales Document to Billing Document
- Billing Document to Sales Document

Introduction to SAP SD

- Sales Area
- Sales Organization
- Division
- Distribution Channel
- Sales Group
- Sales Office

- Inquiry
- Quotation
- Standard Order
- Cash Sales
- Rush Order

Section 2: Enterprise Structure

- Introduction to Organization Structure
- General Sales and Distribution Structures
- Definition and Assignment of Organizational elements

Session 5: Customer Complaints

- Customer Returns
- Debit Memo Request
- Credit Memo Request
- Free of charge Delivery
- Subsequent Free of Charge Delivery
- Invoice Correction Request

Session 3: Master Data in Sales and Distribution process

- Customer Master Data
 - General Data Section
 - Company Code Data Section
 - Sales Area Data Section
- Account Groups
- Number Ranges
- Material Master Data
- Customer Material Info Record

Session 6: Basic Functions

- **PRICING:**
 - Pricing Process:
 - Condition Tables
 - Access Sequence
 - Condition Types
 - Pricing Procedure
 - Pricing Procedure Determination
 - Condition Record Maintenance
 - Condition Supplement
 - Item Conditions
 - Header Conditions
 - Palette Discounts & Surcharges
- **Free Goods Determination**
 - Inclusive Method
 - Exclusive Method

Session 4: Sales Documents

- Sales Document Header Category
- Sales Document Item Category
- Sales Document Schedule Line Category
- Copy Controls

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- Revenue Account Determination
- Partner Determination
- Output Determination
- Material Determination
- Material Listing / Exclusion
- Credit Management
- Route Determination
- Incompletion Procedure
- 1Transfer of Requirements (TOR)
- Availability Check

Session 7: Shipping

- Delivery Document Header Category
- Delivery Document Item Category
- Number Ranges
- Shipping Point Determination
- Delivery Scheduling & Transportation Scheduling
- Packing

Session 8: Billing

Session 9: Customer Outline Agreements

- SCHEDULING AGREEMENTS
- CONTRACTS:
 - Quantity Contracts
 - Service & Maintenance Contracts
 - Rental Contracts
 - Value Contracts
 - Master Contracts

Session 10: Special Business Process

- Intercompany Sales
- Third Party Order Processing
- Individual Purchase Order
- Consignment Sales processing
- Cross Selling
- Item Proposal
- Rebates

Session 11: Cross-Functional Integration

- **FICO Integration with SD Module:**
 - Tax Determination
 - Credit Management
 - Revenue Account Determination
 - Delivery
 - PGI (Post Goods Issue)
 - Billing
- **MM Integration with SD Module:**
 - Transfer of Requirement (TOR)
 - Availability Check (OR)

Session 12: Cross Application

- **ASAP Methodology :**
 - Project Preparation
 - Business Blue Print (BBP)
 - Realization
 - Final Preparation
 - Go-Live & Support

Session 13: Work Shop

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