



## **Bundle Multi (2 in 1 ) - SAP SD – Course Syllabus**

SAP SD (Sales and Distribution) is one of the core functional modules of SAP ERP that allows organizations to store and manage customer-related as well as product-related data. Companies can then use this data to manage all of the sales ordering, shipping, billing, pricing, credit management, and invoicing processes for their products and services.

Thus SAP SD system is basically used to store, manage and control the customer and product data of an organization.

SAP SD is part of logistics ecosystem used to manage customer relationship starting from raising a quotation to sales order and billing of the product or service. It allows companies to input their customer sales price, check for open orders and forecast etc. SD comprises of a number of sub-modules: SAP-SD-MD (Master Data), SAP-SD-BF (Basic Functions), SAP-SD-SLS (Sales), SAP-SD-SHP (Shipping), SAP-SD-TBA (Transportation), SAP-SD-FTT (Foreign Trade), SAP-SD-BIL (Billing), SAP-SD-CAS (Sales Support).

Key areas covered by SAP SD are: Pre-sales actions, comprising of Inquiry and Quotation creation, Sales Order processing, viz. Sales Order (SO) creation, Shipping including Outbound Delivery document creation, Billing that takes into count both Billing document and invoice creation.

## **SAP SD - Course Syllabus**

- Introductions to SD
  - Introduction to ERP
  - SAP Overview
  - Functions and Objectives Of SD
  - Overview Cycle of SD
  
- 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
  
- Master Data
  - Material Master
  - Customer Master
  - Customer Material Information record
  
- Pricing Process and Determination
  - Pricing Condition technique overview
  - Define Access sequence
  - Define Condition Types
  - Define pricing procedures
  - Pricing procedure determination
  - Pricing conditions in sales order
  - Pricing conditions in Invoicing
  
- 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
- 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
- Free goods processing
- Free goods process overview
  - Free goods Condition technique
  - Exclusive and Inclusive free offers
- Revenue Account Determination
- Integration of SD with FI/CO
  - Revenue account determination process
  - Revenue account determination
  - G/L account determinations
- 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
- 
- Special Sales Special Processes
    - Consignment Sales process
    - Stock transport order
    - Third party process
    - Returnable transport packaging – RTP
    - Intercompany Sales
    - Rebates processing
- 
- Invoicing Plans
    - Periodic Invoicing
    - Milestone billing
- 
- Variant Configuration
    - Variant Configuration Overview
    - Confuting variant configuration process
    - Working with variants & variants pricing
    - Testing scenarios in variant pricing
- 
- 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
    - Implementation Projects handling & documentation
    - Resume Preparation

- Interview preparation

## **SAP SD (basic to advanced)- course syllabus**

### I. Introduction 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

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

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 :

Consignment Sales process

Stock transport order

Third party process



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Returnable transport packaging – RTP

Intercompany Sales

Rebates processing

XI. Invoicing Plans

Periodic Invoicing

Milestone billing

XII. Variant Configuration

Variant Configuration Overview

Configuring 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

Implementation Projects handling & documentation

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