# SAP SD Certification Topics
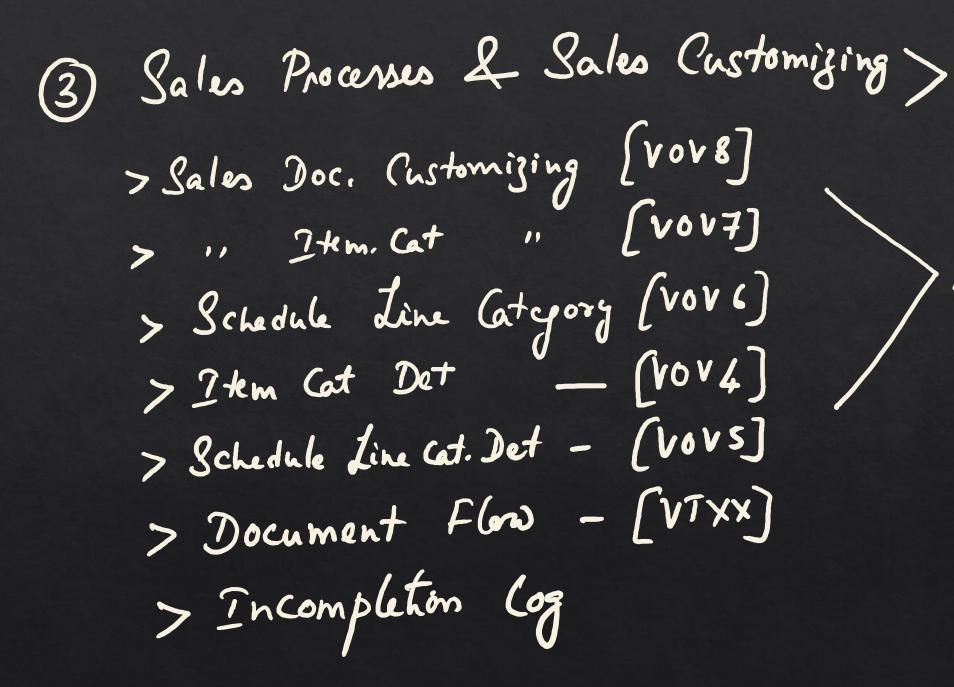
Master Data

→ Customer Master

→ Material Master

→ Condition Records

> 10%

② Enterprise Structure       >    5%.

③ Sales Processes & Sales Customizing >

> Sales Doc. Customizing [VOV8]
> " Item. Cat " [VOV7]
> Schedule Line Category [VOV6]
> Item Cat Det — [VOV4]       ⟩ 25%
> Schedule Line Cat. Det - [VOV5]
> Document Flow - [VTXX]
> Incompletion Log

> Partner Det.    — [VOPAN]

> Contracts, Scheduling Agreemnts.

> Material Det.

> Listing & Exclusion

> Cash Sales

> BoM

④ Shipping

> Del. Doc. Type
> Scheduling
> Picking & Packing
> Goods Issue / Receipts
> Stock Transfers

> 15 %.

⑤ Billing

> Delivery/Order - related Billing

> Credit/Debit Memos

> Individual vs Collective Billing   ⟩ 20%.
      VF01           VF04

> Invoice Splitting

> "  Lists

> Billing Plans

> A/c Det.

⑥ Pricing

> Condition Technique                          > 12 %

> Sales Deals & Promotions

> Rebates .

⑦ Cross-functional Customization.

> Text Det.

> Output Det.

> PDF forms

> Txn Variants

> Due Lists

> User exits / BadI

> A/check

> 12%.

⑧ Basics of NW, ERP, Solution Manager

< 8%.