

SAP-SD

INTRODUCTION OF ERP

- Introduction and Concept of ERP
- Introduction to SAP
- SAP R/3 Architecture
- About Team (worked up on SAP) and their role and responsibilities
- Type of Projects
- System Landscape.

ASAP METHODOLOGY

- Project preparation
- Blue print
- Realization
- Final Preparation
- Go Live & Support

SAP NAVIGATION

- About SAP Login
- SAP Sessions
- About SAP Easy Access and IMG Screen
- Features of SAP Navigations

Overview of Sales & distribution

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

SD Organizational Structure of an Enterprise in the SAP

- Define Sales Organization
- Define distribution channel
- Sale office
- Sale group
- Assignment of Sale organization with other organizational units

Master Data

- Customer Master Data
- Material Master Data
- Customer Material Info Record
- Condition Master Data
- Overview on Common Master Data

Pre-Sales Activities

- Sales Document structure
- Inquiries
- Quotations
- Sales support

Sales Document Processing

- Sales Document Processing
- Creation of sales order with reference
- Sales Document Structure
- Sales Document Type
- Item Categories
- Schedule lines Categories
- Customer Complaints

- Credit Memo Request
- Debit Memo Request
- Invoice Correction Request
- Returns
- Log of incomplete items

Pricing (with Condition Technique)

- Condition Technique
- Define condition tables
- Define access sequences
- Create condition types
- Define pricing procedure
- condition records maintenance
- Price determination
- Maintenance of Supplementary discounts, surcharges and prices conditions

Determination

- Item category Determination
- Schedule line Determination
- Plant Determination
- Shipping Determination
- Route Determination

Free Goods Determination

Material Determination

Material Listing &

Exclusion

Bills of Material (BOM)

Finance Integration

Credit management

Special Sales Order

- Cash Sales
- Rush Order
- Free-of-charge –Delivery

Delivery Processing

- Creating and processing deliveries
- Controlling inbound and outbound delivery
- Good receipt and good issue
- Stock transfer and delivery

Billing

- Creation and controlling of Billing document
- Overview of Billing methods
- Complaint documents
- Revenue account determination
- Special features of SD & FI Interface

Shipping

- Delivery types and item categories
- Picking, packing and goods issue
- Scheduling, Routes and route determination

Copy controls

Incompletion Procedure

Consignment Sales

Rebate Processing

Stock Transport Order

Make to Order Real Time Scenarios

- Day to Day Tickets resolving
- LSMW & BDC (Recording)
- Implementation Overview
- Cutover Strategy
 - Open sales order
 - Open Invoices
- Support and Maintenance Process
- Real Project Specific Documentation
 - a) ASIS
 - b) GAP Analysis
 - c) BBP (Business Blue Print)
 - d) Functional Specification documents
 - e) Technical specification documents (For Reference)
 - f) Key Data Structure (KDS)
 - g) Master Data Templates
 - h) Configuration Documents
 - i) User Manuals
 - j) Test Scripts
 - k) Transactional Data Templates
 - l) Cutover Strategy
- Important Tables information
- Request Transport Process
- Interview Questions