SVR Tech

**1. Payment Method How can I transfer the payment method from customer master to sales order automatically?**  
**Answer:**Use the user exit “userexit\_move\_field\_to\_vbkd” in report MV45AFZZ with this coding: DATA: via LIKE knb1 -well. IF bad-zlsch IS INITIAL. IF NOT back-kunnr IS INITIAL. SELECT SINGLE swells INTO via FROM knb1 WHERE bunkers = back-bukrs\_vf AND runner = back-runner. bad-zlsch = via(1). ENDIF. ENDIF.

**2. What is the use of the shipping process in SAP Sales and Distribution? How do you define modes of transport?**  
**Answer:**Shipping is defined as an important activity in the sales process. It comes under the logistic chain and guarantees customer service and distribution of goods.

It is a component of the Sales and Distribution module and is[used](https://en.wikipedia.org/wiki/SAP_ERP) to perform outbound delivery and other shipping activities like picking and packing of the goods.

In the shipping process, below are the key sub-processes –  
Delivery processing of the goods  
Picking of items  
Packing of the goods  
Post goods issue  
Shipping communication  
Planning & monitoring of shipping  
To define Modes of Transport, navigate –

**3. What are the different activities under consignment stock in SAP SD?**  
**Answer:**Consignment stock management includes four key activities in the system –  
Creating a Consignment Fill-Up (Stock is fill up at warehouse)

Creating Consignment Issue (Stock issued from the warehouse)

Creating a Consignment Pick-Up (Stock return to manufacturer)

Displaying Consignment Returns (Stock return from the customer)

**4. What are the different contract types? How to create a contract in SAP system?**  
**Answer:**Quantity Contract – In this type of contract overall value is specified in terms of the total quantity of material to be supplied by the vendor.

Value Contract – In this type of contract overall value is specified in terms of the total amount to be paid for that material to the vendor.

The contract can be created by following the below steps –  
Path to create Contract –

**5. Change of Sales Document A sales document type of a sales order can be changed after getting saved. How do you do this?**  
**Answer:**One way is through the configuration of document type in transaction code VOV8 (O Another way is in the “Transaction Flow” section. You can also perform “Alt sales doc type 1” and “Alt sales doc type 2.”

**6. Default distribution channel We have only one distribution channel in our company. Can we default it in the transaction field that needs distribution channel data? How can we configure that?**  
**Answer:**  
You can use the user master data to achieve this.  
Use transaction code SU01 and input the user ID. Go to the Parameters tab page and add parameter VTW. Input your default distribution channel in the parameter value. The only drawback with this method is you will have to individually do this for all your users.

**7. Shipping Point On the sales order shipping tab there is a field with the text “shipping point.” I would like to add new shipping points to certain plants. Where is this configured in SAP?**  
**Answer:**New shipping points are defined in the enterprise structure. Follow these steps: logistics execution -> define shipping points and assign the shipping point to plant in assign in enterprise structure under logistics execution. Next, click shipping -> shipping point and good receipt determination. Configure for automatic determination of shipping point based on shipping condition, loading group, and plant. Maintain relevant shipping condition in customer master. Maintain relevant loading group in material master (normally the standard). For the combination that you derive from the sales order, you should have a configuration entry for automatic determination in the sales order.

**8. How to create the source and target database connections in the server manager?**  
**Answer:**In the main menu of the server manager, there is a menu “Server Configuration”, in that there is the menu “Databases connections”. From here you can create the Source and Target database connections.

**9. Explain what Copy control is and when Copy Control transition can be done? In what manner Copy Control transition can be done?**  
**Answer:**In SAP SD, the process of copying data from the source document to the target document is done by Copy Controls. They consist of a program referred to as routing that determines how the system will transfer the data. Copy control could be useful for the end-users who don’t want to repeat the control parameters from order- to delivery- and then billing.

**Copy control can be done in the following manner:**

• Sales document by sales document  
• Billing document by sales document  
• Sales document by delivery  
• Sales document by billing document  
• Delivery by billing document

**10. Explain what is SAP Posting Period? What is the transaction code to open and close posting period?**  
**Answer:**SAP posting period is to make sure that the posting period for the business sales order is aligned with financial posting date, which means when financial accounting is ready for closing and proceed with the payment.

**11. When would you use an SAP Return Order and SAP Credit Memo?**  
**Answer:**SAP Return Order is carried out when the customer returns any previously purchased products and requires a credit or money back. While the credit memo is when the customer is credited without returning any goods.

**12. Lost Tax Field in Customer Master and Material Master I do not know why the tax field in the customer master and material master is hidden. This field is not suppressed in customer master. How do I make this field appear?**  
**Answer:**Make sure you have a tax category defined for your countries in OVK1. Then check if the tax classes are defined in OVK3 and OVK4.

**13. Intercompany sales I am working on Intercompany sales. How do I create material in both company codes?**  
**Answer:**Use transaction code MM01 to create material with organizational data pertaining to the plants and sales organizations.

**14. Info Structure I created a new info structure and activated update rules for it. What is the best way to transport them into a productive system?**  
**Answer:**After rigorous testing in the QA environment and approval of the user community, you should transport the info structure and related items into a production environment during “downtime,” possibly when no billing documents are being created and posted.

**15. Excise Tax What is the business process of excise tax and how do you relate that in SAP?**  
**Answer:**Excise tax is the duty charged on the manufacture of  
goods listed in the chapter and section head of Central Excise Tariff Act. The process should amount to manufacture and separate identifiable finished goods should emerge having marketability and specified in the Tariff Act. (?????) As far as SAP is concerned you, find CIN version integrated with standard SAP from 4.7 onwards. There are two places where you need to configure CIN. The first is Financial Accounting-> Tax on Sale and Purchase and the other is Logistic General-> Tax on Goods Movement.

**16. What is “Characteristic?” How does the term characteristic relate to transaction code CTO4?**  
**Answer:**Material master leads to classification, and then you select the desired class. Based on class you can choose the chart statistics. These characteristics are defined in CT04.

**17. Incomplete delivery for child model (free gift) under BOM I have a BOM item and another item, which is a free gift for child model. This was not delivered to the dealer, but delivery order status indicates “complete delivery” and the scheduled line appeared fine as well. After my analysis, I found some things. The initial quantity of the BOM item is 5 and free good is 0. How do I go about fixing this?**  
**Answer:**You cannot manipulate and make changes afterward expecting the system to honor your requirements. You must add the child items as a separate order.

**18. Sending Invoice via Email I have a requirement to send the invoice copy to the customer or agent that will be specified at the time of sending the invoice (it should not be configured before). How do I configure this and where do I set the indicators?**  
**Answer:**Use transaction code NACE. Define the output type here. In application V3, define the correct transmission medium. If you want to send it at your convenience select the dispatch time as 3 (Send with application own transaction). Attach the output type to the correct output determination procedure defined for the document type. Use T Code VF31 to send the message. You will need basis while configuring the email addresses because SCOT and SOST will be used by it.

**19.Third-Party Sales Order Scenario On plant P1 a sales order is created which is converted into PR and PO. A central purchasing plant P2 processes it and sends it to the vendor. The vendor supplies goods to plant P2. P2 then transfers the goods to P1. P1 then delivers it to the customer. We want an actual plant to do the receipt of the goods. Meaning P2 would receive the stock initially for sales order (TAB) and linked purchase order (having plant P1) if goods are coming to P2. Subsequently, when P2 plant delivers the sales order stock to P1 plant, P1 should create the receipt of the goods for stock transfer delivery. The reason we want to achieve this is so not to disturb the material costs, as once the goods are received it will be evaluated. How do we do this?**  
**Answer:**You could have the requirement placed on P1,

which then creates a dependent requirement on P2. When purchased, it is sent to P2. The dependent requirement causes an STO between P1 and P2, and the customer demand requires fulfillment out of P1.

**20. Automatic Packing I want to use automatic packing and I have to create the procedure for packing instructions. Where and how can I link the procedure with my delivery type or item category?**  
**Answer:**The procedure is assigned in transaction OVHU2.

You will have to assign the procedure to 0002 Outbound Delivery. Here you cannot specify the delivery type or item category. To some extent, you can control this with the packing[indicator](https://www.sap.com/products/erp.html) in the delivery item category, however, you can have better control by designing the access sequence with the available fields.

**21. LIS Update Terminated After Client Copy I have a problem with LIS. After customer copy, our test system does not update LIS info structures. When I save a sales order, delivery or billing document I receive an error message that says, “update was terminated”. How do I fix this?**  
**Answer:**Generate the infrastructure and update group again in the client in which you are facing the problem.

**22. How to trace changes in sales order How do you trace the changes made in the sales order in regards to changes to the partner function in the sales orders?**  
**Answer:**If you go into the change mode of the sales order

click on the environment, and then change. This menu will show you that partner functions like SH / BP / PY in the document are changed. It also shows old and new values.

**23. STO Delivery Creation List I am working on cross-company STO. After I create STO, I cannot create outbound delivery by using VL10D. When I check the STO, I find that the delivery creation date is blank. It seems the system does not add the STO to the delivery due list automatically. Is some setting in SD affecting this?**  
**Answer:**The delivery creation date is blank because the STO is blocked by the release strategy.

**24. Mention what are the two places where you need to configure CIN (Country Version India)?**  
**Answer:**The two places where you have to configure CIN is Financial Accounting > Tax on sale and purchase, and other is Logistic General -> Tax on Goods Movement.

**25. Output with Different Language Is it possible to have two delivery notes in two different languages?**  
**Answer:**The destination country will decide which language the output should be printed. Make sure that you are identifying that in the program attached to the output and accordingly open the desired form.

**26. Explain what is the difference between rush order and cash sales?**  
**Answer:**  
• Rush Order: Order delivery will be done on the same day while billing will be done later  
• Cash Sale: Billing and order delivery will be done on the same day

**27. List out the five features you can control for the sale document type?**  
**Answer:**For sale document type, the five features you can control is

• Text  
• Partner  
• Pricing  
• Taxes  
• Output  
• Delivery

**28. Mention what are the techniques available in delivery Scheduling?**  
**Answer:**  
The techniques available in delivery Scheduling are

• Backward Scdg: The system calculates requested delivery date  
• Forward Scheduling: The system calculates the earliest possible date based on the material available date.

**29. what is the link/control between sales and distribution and quality?**  
**Answer:**sales &distribution and the quality that is the company is giving a good service and the reasonable rates that way the Company gives it is the link between the SD team member with pp member to give the good product to the client, say that safe and genuine Product which is acceptable by the client. And there will be no chances of return delivery.

**30. What is the parallel and local currency in SAP?**  
**Answer:**Each company code can have two additional currencies, in addition to the company code, currency entered the company code data. The currency entered in the company code creation is called local currency and the other two additional currencies are called parallel currencies. Parallel Currencies can be used in foreign business transactions. In order to do an international transaction, parallel currency can be used. The two parallel currencies would be GROUP CURRENCY and HARD CURRENCY.

**31. How can u check in SAP system, how, when and by whom which fields in the customer master record were changed?**  
**Answer:**Display Master rec. XDO3, and on the top menu in The Environment – Account changes- all fields. Place the cursor on the relevant line and select Choose.

**32. what is the difference between centralized credit management and decentralized credit management?**  
**Answer:**Credit control areal and company code relationship is (one Too many)one client having two company codes. One can deal two CCD It’s centralized, each CCD have its own cca it’s called Decentralized cca.

**33. what you mean by Alt.cond. type, alt.c.b.v.accurel, account key and requirement. what’s the difference between them?**  
**Answer:**The requirement is an ABAP routine done as per the requirement of the client, Requirement is used for ‘condition type while determining the net value forex- rebate agreements have effect in billing so we define requirement 24 in requirement. Alternate Condition type- We can specify an alternate formula instead of the condition type in the form of routines.

Alternate base value- instead of using from column to calculate the value of condition type we use formulae in the form routines. Account keys- the account keys are used for posting the values Accruals- In the accruals column the amount is accumulated, forex in rebates the amount should get accumulated.

**34. what is value SAP?**  
**Answer:**Value sap is an implementation and lifecycle- a methodology that optimizes time, quality and efficient use of resources. ASAP approach is used to optimize time, quality and efficient use of resources during the course of implementation. It Integrates three components, the ASAP Roadmap, Tools, and 11/3 Service and Training, which work in conjunction to support the rapid and efficient implementation of the R/3 System.

**35. In realization what will do?**  
**Answer:**In the Realization stage, we configure and customize the Blueprint stage business process with the help of functional specifications and here we map the business process into the sap.

**36. Tell me the tool your company is using for support?**  
**Answer:**Solution Manager, REMEDY., Etc

**37. What are the delivery possibilities, When there is not enough stock available?**  
**Answer:**  
1. When there is not enough stock system will give the next delivery date by checking the availability of that quantity of material.

2. When there is not enough stock for delivery, we need to first check if the customer accepts partial delivery for this item, if yes, then we can deliver the part quantity. If the customer does not accept partial quantity then backorder processing occurrence for a new material availability date.

**38. What are the different partner functions can a customer master record serve?**  
**Answer:**

Sold to party

Ship to party

Payer

Bill to party.

**39. How to update or delete the rows in a target, which do not have key fields?**  
**Answer:**To Update a table that does not have any Keys we can do a SQL Override of the Target Transformation by() specifying the WHERE conditions explicitly. The delete cannot be done this way. In this case, you have to specifically

mention the Key for Target table definition on the Target transformation in the Warehouse Designer and delete the– row using the Update Strategy transformation.

**40. What is an option by which we can run all the sessions in a batch simultaneously?**  
**Answer:**In the batch edit box, there is an option called concurrent. By checking that all the sessions in that Batch will run concurrently.

**41. what is the difference between the delivery document & scheduling?**  
**Answer:**1. A delivery document is-similar to the sales order document In that the settings control how delivery is to be Carded out at the highest level and has a delivery item Category assigned to it.

The SAP System can only copy items of a sales document to delivery if they have schedule lines. The control of the schedule lines depends on the schedule line category which is determined by the Item Category and MRP type.

2. I want to add something like schedule line converted into item line in the delivery document. Schedule line mainly gives u the data related to delivery date and quantity but schedule line gives u the full detail like hip-to-party, shipping point, picking a date, etc.

**42. what are the differences between invoice and billing doc?**  
**Answer:**  
1. Invoice also one type of billing document. The debit memo, credit memo, returns, etc.. Are some billing documents.

2. Invoice and billing document is different. Invoice is whenever we can send a Vie goods aid to the customer we can t the invoice also because to check the goods. Billing document is a total good.

**43. Routing?**  
**Answer:**Routing for a configurable material (also called Super Task Lists) contains all operations, operation sequences, production resources/tools (PRT’s) that are required to manufacture all variants of a configurable material.

**44. What are the influence factors for account determination for invoices?**  
**Answer:**  
1. By a/c determination we determine which type of revenue sud Go where like cash sale will go in different a/c card payment will go in a different module. Factors influencing a/c determination are a chart of a/c

AAG of customer

AAG of material

A/c key

2. Sales amount which is in sales order will be posted into Some accounts. Eg: sales price should be posted into revenues account in the same way sales discount should be posted into deduction account, another amount will post into some other account for this purpose we maintain account determination.\_–Coming to the question’s answer, influencing factors for account determination is, chart of accounts,( ft consultant will tell that chart of accounts which is used for that company code) sales organization, distribution channel, account assignment group for customer ( which is in customer master data, sales area tab page, billing view ) account assignment group for material ( .which is in material master record, sales organization 1 view .( not sure plz check) account key which is assigned in pricing • procedure G/L account number FT consultant will give this number) .

**45. How to stop PGI?**  
**Answer:**  
1. By using T.code v109.

2. Right. but we never stop the PG’ once we do. We only cancel the PGI.

**46. Tax Code Determination in Invoicing Document If several items with different VAT rates are included in one invoice, these different rates are displayed in the invoice header including the respective amount. After saving the invoice, the system determines one VAT rate including one tax code and transfers this tax code to the accounting document. How does this determination work? What is the rule behind this determination?**  
**Answer:**In FS01/02/03 you will see that there is a tax

category field where you enter the used tax code for this account. Normally tax conditions have specific account keys. Through transaction code VKOA or OV35, you assign which account (using key fields from sales) will be used for the accounting doc. Check V08 price procedure for the user account key as well.

**47. How revenue account is determined?**

**Answer:**G/L ACCOUNT SALES REVENUE SALES DEDUCTIONS  
+  
G/L ACCOUNT

PAYMENT CARDS

+

RECONCILIATION ACCOUNT

G/L ACCOUNT

CASH SETTLEMENT

**48. what is the main purpose of maintaining the master data?**  
**Answer:**  
1. Because master data is responsible for all the records like Sales order, delivery and-billing and as well as in customer payments. It is mandatory for the entire process, and for eg-we cannot create a sales order without customer master data, material master data, and condition master data.

2. Master data is useful to maintain the total customer data.

**49. How are the sources and targets definitions imported in Informatica designer? How to create Target definition for flat files?**  
**Answer:**When you are in source analyzer there is an option in the main menu to Import the source from Database, Flat File, Cobol File & XML file, by selecting any one of them you can import a source definition. When you are in Warehouse Designer there is arp option in the main menu to import the target from Database, XML from File and XML from sources you can select any one of these.

There is no way to target definition as a file in Informatica designer. So while creating the target definition for a file in the warehouse designer it is created considering it as a table, and then in the session properties of that mapping, it is specified as a file.

**50. When will you combine deliveries into one invoice?**  
**Answer:**  
1. We will combine multiple deliveries into one invoice when The bill to party, payment terms, and billing date is the same.

2. And also when billing date, that means billing is done only once in a month for the particular customer, then you combine all deliveries of that month create an invoice.

**GURU**

1) What is SAP SD? What are the primary functions of Sales and Distribution?

SAP SD handles all the processes of order to delivery. It executes the business processes used in selling, shipping and billing of product and services.

• Inquiries & Quotes

• Sales Orders

• Sales Return

• Consignment

• Contract & Scheduling Agreements

• Credit & Debit Memo requests

• Rush Orders & Cash Sales

• Back Orders

2) What is the organizational structure in sales and distribution?

The organizational structure in sales and distribution is.

• Sales Organization

• Distribution Channel

• Division

• Sales Office

• Sales Groupb

3) Explain what is the difference between milestone and periodic billing?

• Periodic: Full amount in each bill till contract period

• Milestone: Partial amount in each bill till full amount is billed

4) Explain how shipping point is determined?

Shipping point is determined by,

Shipping Conditions + Loading Group + Delivery Plant = Shipping Point.

5) Explain how you can assign distribution channel to Sales Organization?

To assign distribution to sales organization in SAP, you have to follow the path.

SPRO (SAP Project Reference Object) >IMG >Enterprise structure >Assignment > Sales and Distribution > Assign distribution channel to sales organization.

6) Mention what are the Sales Document types in SAP? What is the configuration step to define sales document type in SAP SD?

The Sales Document types available in SAP are.

• Credit Memo Request

• Debit Memo Request

• Standard Order

• Returns, etc.

Configuration steps for SAP SD

IMG Menu Path: SPRO > IMG > Sales and Distribution > Sales > Sales Documents > Sales Document Header > Define Sales Document Type.

7) Explain what is condition types? What is the path to define condition type in SAP for pricing?

The representation of certain aspects related to your daily pricing activities is referred as condition types.

The path for condition type for pricing is.

SAP IMG path: SPRO > SAP Reference IMG > Sales and Distribution > Basic Functions > Pricing > Pricing Control > Define Condition Types.

8) Mention what is the Reversal PGI? Can you cancel the PGI and mention the transaction code for PGI?

PGI or Post Good Issue is done to keep a record of available goods in stock after the goods are delivered. Good issue transaction cannot be cancelled but can be reversed.

The transaction t-code for reverse PGI is VL09. Partial quantity reversal is not possible, in the delivery document you cannot reverse the PGI for one item/ partial quantity.

9) Explain what is the difference between SAP credit memo request and SAP Credit Memo?

SAP Credit Memo (T-code VF01) is created on the basis of credit memo request (T-code: Va01). Credit memo request is generated when you have to pay to the customer. (Excess bill or damages or change in the price).

10) When would you use a SAP Return Order and SAP Credit Memo?

SAP Return Order is carried out when customer returns any previously purchased products and requires a credit or money back. While credit memo is when the customer is credited without returning any goods.

11) Explain what is SAP Posting Period? What is the transaction code to open and close posting period?

SAP posting period is to make sure that posting period for the business sales order is aligned with financial posting date, which means when financial accounting is ready for closing and proceed with the payment.

The transaction code to open and close posting period is S\_alr\_87003642

12) Explain what Copy control is and when Copy Control transition can be done? In what manner Copy Control transition can be done?

In SAP SD, the process of copying data from the source document to the target document is done by Copy Controls. They consist of program referred as routing that determines how the system will transfer the data. Copy control could be useful for the end users who don’t want to repeat the control parameters from order- to delivery- and then billing.

Copy control can be done in following manner:

• Sales document by sales document

• Billing document by sales document

• Sales document by delivery

• Sales document by billing document

• Delivery by billing document

13) What are the three levels that copy controls are set up? And what are the transaction codes through which it could be done?

At three levels of sales order copy controls are set up Header level, Item level and Schedule line level.

• VTAA: from sales order to sales order

• VTLA: from sales order to delivery

• VTAF: from the billing document to sales order

• VTFA: from sales order to billing document

• VTFL: from delivery to billing document

• VTFF: from the billing document to billing document

14) Explain how you can include condition type in the pricing procedure?

To include condition type in the pricing procedure, you have to follow the pathway

Basic Functions >Pricing >Pricing Control >Define and Assign pricing procedure and then select “ Maintain pricing procedures” after that select pricing procedure and then “Control Data” and add your condition type to the pricing system.

15) Explain what is Proforma Invoice and what are the types of it?

Proforma invoice is a reference doc for import and export negotiations. The standard proforma invoice doc types are

• With reference to order – F5

• With reference to delivery- F8

16) Mention the transaction code used to create a return delivery?

Transaction code is used to create a return delivery is T/C VA01 with standard order type RE, while return delivery is T/C VL01 with return delivery doctype LR

17) Mention what are the two places where you need to configure CIN (Country Version India)?

The two places where you have to configure CIN is Financial Accounting > Tax on sale and purchase, and other is Logistic General -> Tax on Goods Movement

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For sale document type the five features you can control is

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• Pricing

• Taxes

• Output

• Delivery

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• Forward Scheduling: The system calculates the earliest possible date based on the material available date

**S TECHIES**

1. Which T-Code are Using for Customer master?

Ans. XDO1

2. How many tabs are showing Customers master initial screen?

Ans. 3 Tabs. General Data, Company Code and Sales data.

3. Where can we found the tax information in customer master?

Ans. General Data----- Control Data ---- Tax Information

4. What is the difference between transaction data and master data?

Ans. Master Data refers to the characteristics of an object whereas transaction data refers to all the transactions that are carried out using the object. Any data which does not change so frequently in master data like configuration settings like company data, personal area etc. Any data which keeps changing so often in transactional data, like employee data.

5. A is your client; B is your client’s customer. B need X material, but X material is now out of stock, then you can solve this problem?

Ans. In this case, we are using third party process. This process uses a purchase order (Which is sent to you by vendor). Also, invoice verification is used further along the process to check that the invoices you send to your customer are the same material and quantity as that which the vendor sent to the customer (But obviously shipped directly to your customer).

6.How many company codes can you assign to a business?

Ans. One or more company code.

7.How many sales organization assign to a Company Code?

Ans. One or more.

8. How many plants are assign in a company code?

Ans. One or More.

9.Why are we creating Z reports?

Ans. SAP have provided a lot of reports in each module. However, if the standard reports do not meet the business requirement, we can develop our own reports.[ABAP](https://www.stechies.com/abap/) custom reports are called z reports because any program developed have to start with Z.

10. Who is creating Company Code?

Ans. [FICO](https://www.stechies.com/fi-financial-accounting/) Consultant.

11. Which T-Code are using for Account Determination?

Ans. VKOA.

12. How to maintain Pricing Procedures?

Ans. In Pricing Procedures 16 steps are needed to maintain. These are Step, Counter, Condition Type, Description, From, To, Manually, Mandatory, Statistically, Print, Sub   
Total, Requirement, Alternative Condition Type, Alternative condition base value, Account Key, Accruals Key.

13. What is Alternative condition base value? Give an example.

Ans. This column indicates a formula assigned to a condition type in order to promote an alternative base value for the calculation of a value. For example, you may specify a formula that uses a subtotal of 4 from the subtotal field and then modifies it slightly by dividing it by 2 and using the resultant value as a base value for a condition type.

14. What is Alternative condition type? Give an example.

Ans. This column is used to specify that the system is to use the formula represented in this column as an alternative in finding the value of the condition type, rather than by using standard condition technique. This is may be used, for example, to calculate complex tax scenarios.

15. What is Invoice correction?

Ans. It is a sales document type(RK). This documented process a new way of processing complaints and issuing credit and debit memos. The document allows us to correct the quantity and the price for one or more faulty items on an invoice. Each invoice correction request is made in reference to a (mandatory) invoice. We cannot create one in reference to an order or quotation. Each invoice correction request contains two items for each item on the invoice. The first item is the value and quantity copied from the invoices; this appears as the credit item. The second item is the debit item, which represents the correct quantity and or value. Should you change this second debit item due to new pricing etc, the difference between the two would then be automatically passed on to billing as either a credit or debit memo.

16. How many sales document types?

Ans. Sales Document Header (VBAK), Sales Document Item (VBAP), Sales Document Schedule line (VBEP).

17. Which T-Code are using for SD and MM Integration?

Ans. OBYC.

18. Which T-Code are using For SD and FICO Integration?

Ans. VKOA.

19. What’s the process of Pricing Procedures Determination?

Ans. Sales Organization, Distribution Channel, Division, Document Pricing Procedure, Customer Pricing Procedure, Pricing Procedure, Pricing Procedure(Description), Condition Type, Condition Type(Description).

20. What is Sales organization, Distribution Channel, Division?

Ans.Sales Organization: An organizational unit sells and distributes products, negotiates term of sales, and is responsible for these truncations.

Distribution Channel: This channel through which materials or services reach customers.Typical distribution channels include Internet sale, wholesale, retail and direct sales. You can assign a distribution channel to one or more sales organisations.

Division: Product groups can be defined for a wide-ranging spectrum of products.

21. How many Plant can you assign to a Company Code?

Ans. One or More.

22. One material can exist within one or more than one plant. Is it possible?

Ans. Yes, it’s possible.

23. What is ASAP methodology?

Ans. ASAP streamlines the implementation by providing templates, methods, tools and accelerators that have been built on the success of thousands of previous SAP implementations.  
This methodology divides the implementation process into 5 phases.

Phase 1: Project Preparation.

Phase 2: Business Blueprint.

Phase 3: Realization.

Phase 4: Final Preparation.

Phase 5: Go-live and Support.

24. What is Item Category? How can we assign it?

Ans. The sales item category is one of the most important fields in the [SAP](https://www.stechies.com/u-mean-sap/) sales order. It controls the sales document flow and also impacts the schedule line category. The item category of the sales order affects the delivery and finally impacts the billing process as well.  
Sales Document Type, Item Category Group, Item Category Usage, Higher-Level Item, Default Item Category.

25. What is Higher Level Item Category? How it's controlled?

Ans. Higher level item category depends upon the material type and item category of the other item. The higher level item category by looking at any linkage of items and then tracing back to the main item category.

Higher Level Item Category is the item category of the high-level item. It controls the item category of the item along sales document type, item category group, and usage.

Basically higher level item makes the functionally of how the item should behave along with material type.

26. Where do we assign Calender in the master records?

Ans. In IMG screen Global Settings

27. What is meant by condition technique: can we say it is the combination of condition types, access sequence and condition tables?

Ans. Yes

28. How to utilize long material number in SD Sales BAPI?

Instead of the of 'MATERIAL' field, user must use 'MATERIAL\_LONG' field

29. What to do if in case there are multiple down payment items in final billing document?

In case, a cleared down payment request is required to be cancelled then the user must perform the following steps in order to avoid doubled down payment items in the final billing document:

The clearing should be set back via t-code FBRA

The clearing needs to be cancelled via t-code FB08

Finally, the down payment request can be cancelled by VF11.

30. Getting Error message FF799 while releasing SD invoice to accounting

User is required to maintain the default tax jurisdiction code in transaction OBCL

This must be at a state level, that is only first level which has to be maintained. For instance:

  Inside t-code OBCO the tax procedure encompasses jurisdiction code structure 2 2 0 0

  the default tax jurisdiction code should be XX00 (where XX is the code of first level)

31. How can the we use report RVKRED08?

The term 'Period' refers to an option visible on the initial screen for report RVKRED08 where a selection option for 'Date of next credit check' has been provided, in the documentation.

The default period is referred to as the starting to the end of the current month, this can also be adjusted in case the date falls outside this default period.

The option 'Take release data into account' permits the user to exclude all those documents which have been released manually. For Instance, incase this option is selected, all documents which were released manually will be excluded when the report is executed.

32. How can the user suppress pro forma billing document cancellation?

There is no authorization check available for restricting the completion of a pro forma billing document.

The 'Complete' field can be inactivated via modification

In program MV60AF0C\_CUA\_SETZEN the internal table cua\_exclude is required to be filled with 'FERL' in field FUNCTION.

By performing this function, the field 'Complete' will be inactivated and pro forma billing documents cannot be cancelled.

33. How can the user verify the output processing status log?

Post output processing (e.g. for billing document), user can verify the output processing log in VF03 through the menu path Goto -> Header -> Output: by selecting the relevant output type and clicking on 'Processing log'.

34. Does tool ‘Synchronize Payroll Tax Data’ update any information in the BSI TaxFactory system?

Yes. The tool will detect the mapping between SAP Tax Authorities (e.g. ‘FED’) and BSI Tax Authorities (e.g. ‘00000000’) and it automatically creates any missing mapping in the BSI Dataset which subsequently corresponds to the client of the system in which the user ran the tool. This is done when user selects to run the tool in productive mode for client-specific tables.

35. Is it possible for a material to have Two Base Prices?

Yes, by maintaining the validity period in records & the value gets triggered as per the pricing date mentioned in the transaction (Order).

36. How the price is get determine in sales order?

The price is get determine in sales based on

1. Sales are

2. Customer pricing procedure

3. Sales document

4. Pricing procedure

The pricing procedure is assigned to the combination of sales area and customer pricing procedure and document pricing procedure by using transaction code ovkk

37. Difference between Delivery and Billing?

Billing is a document which raised to the payer. It includes the amount he has to pay for the product/service he is receiving from the business.

Delivery is a document which contains the information related to the delivery of the product. Like delivery quantity, actual delivery date, packing,picking etc. Generally, delivery document can be created for the ship-to-party.

38.What is the Use of Requirement in Pricing?

Ans. Requirement is a field which is used to validate a condition type i.e. if certain condition is met then only the corresponding condition type will be accesses else it will not.

For Ex:  Plant is a pre-requisite to pick the Pricing while making a Sales Order, hence until or unless Plant name is inserted in SD pricing will not be picked as its a requirement.

**3RI TECHNOLOGIES**

***Q 1 – What do you understand by SAP SD? What are the functions related to it?***

Ans – SAP SD (Sales Distribution) is all about the process of order to delivery. Further, it is essential for executing all kinds of business procedures like shipping, selling, and billing of products. It is also used for –

* Sales orders
* Consignment
* Credit & Debit memo requests
* Backorder
* Inquiries and Quotes
* Sales return
* Contract & Scheduling agreements
* Rush orders & Cash sales

***Q 2 – Is it possible to allocate different sales organizations within a similar company code?***

Ans – Yes! It is possible to assign the same company code.

***Q 3 – What is the prominence of the shipping process? And how can you define the modes of transport?***

Ans – We all know that shipping is an essential part of any manufacturing company to ensure efficient customer services and delivery of products. Shipping is required for outbound delivery, planning and monitoring, post goods issues, picking and packaging of goods, and shipping communication.

Talking about the modes of transport, there are few ways of defining them –

* Using T-code SPRO.
* Visit IMG> Logistics Execution > Transportation > Basic Transportation Function > Routes > Define Routes > Define modes of transport > Click on ‘Execute’

***Q 3 – Can you tell me about the difference between milestone and periodic billing?***

Ans – Firstly, about the periodic, it is a full amount mentioned in each bill and continues until the contract period. In contrast, the milestone is about the partial amount, which is mentioned until the full amount is billed.

***Q 4 – Can you explain organizational elements that create the sales area and their function?***

Ans – Basically, the product groups are generally defined as a wide-ranging spectrum of products. In every division, it is possible to create a customer-specific agreement. Moreover, it is also possible to carry out statistical analyses and setting up separate marketing.

***Q 5 – What is the co-relation between Credit Control Area and Company Codes?***

Ans –A credit control is necessary for assigning more than one company code to more than one credit control area. Credit Control Area is present as an organizational unit used for specifying and checking credit limits for customers.

***Q 6 – What are the methods used in delivery scheduling?***

Ans – In general, there are two types of techniques available in delivery Scheduling. These are mentioned as –

* *Forward scheduling –* In this system, you can calculate the earliest possible date dependent on the material available date.
* *Backward Scdg –* This is about calculating the requested delivery date.

***Q 7 – What is meant by the Outline Agreement and its different types?***

Ans – Well, an Outline Agreement is defined as a long-term purchasing agreement done with the vendors. In this agreement, you will find general terms and conditions related to the material that is usually supplied by the vendors. Outline agreements have two types that are involved in the SAP SD course.

* Scheduling Agreement: It is known as an external agreement comprising the details of services, products, and delivery dates.
* Contract: The contracts usually exist between ordering parties and vendors over a specified period. You will find two types of contracts mentioned as value contracts and quantity contracts.

***Q 8 – How you can use product proposals in SAP SD?***

Ans – Product proposals are known as critical aspects whenever we discuss SAP SD. Such proposals are used in various companies needed for revamping the sales quotient by endorsing the products at the time of sales document processing. Moreover, these proposals can easily be mapped depending on the specific requirement of business partners so that they can easily match the market demands.

***Q 9 – Can you tell the difference between an inquiry and a quotation?***

Ans – Firstly, the inquiry is the process that includes registration of the customer’s probable requirements. On the other hand, the proposal is a kind of legally abiding document, which is offered to customers following the terms and conditions for delivering the service as well as the product.

***Q 10 – How can you define Cross-company Stock Transfer?***

Ans – Cross-company Stock Transfer is the method of delivering the sales order via another company code. Moreover, it is also essential for providing the material from a plant having one company code to plant in another company code.

***Q 11 – What is meant by Term Consignment Stock?***

Ans – Consignment stock is generally the material that is available on the company premises but does not add in the stock. It is only added when it is either marked as sold or sent to the production department.

***Q 12 – What is Pricing and its different kinds of elements in SAP SD?***

Ans – In SAP SD, pricing is mentioned as a process that generally includes the calculation of costs and prices for both external vendors and customers. Defining the pricing elements, these are the condition types present in an SAP system. The condition types are defined as a set of scenarios that are taken care of at the time when pricing is assigned to a service or product. Some such elements are surcharges, prices, taxes, and discounts.

***Q 13- What is the use of Copy Control?***

Ans – Whenever any key transaction in sales is done, there is a required sales document that needs to be copied to another document. Here, the process of copy control is usually incorporated. Several routines show how data should be copied using a source document to target the document.

***Q 14 – Define something about Transferring the Legacy Data to System***

Ans – As the name suggests, it is about transferring the legacy data to all new configured and installed systems. Legacy data is known as data like material and customer that is maintained by organizations before they install the ERP system. There are lots of tools available that are needed to transfer the legacy data to Systems such as Legacy System Migration Workbench Programs and Batch Data Communication (BDC).

***Q 15 – Do you know about the transaction codes used for creating and changing customer master?***

Ans – Here are some of the Transaction codes which are used for the same purpose.

– XD01: Used for creating customers.

– XD02: Required for changing a customer.

– XD03: Needed for displaying a customer.

– XD04: Essential for altering customer changes.

– XD05: Required for blocking a customer centrally.

– XD06: marking a customer for deletion.

– XD07: Changing a customer account group.

– XD99: Upholds customer maintenance.

– XDN1: Keeping the numbers ranging for a customer.

***Q 16 – What are the steps involved in the underlying system for determining the tax number and tax classification?***

Ans – There is a sequence of steps included in determining the tax number as well as tax classification. These are –

* In case the payer has a VAT registration number, it is easy to copy the tax classification and tax number from the payer. Further, this tax number is copied depending on the ‘country of destination relevant for taxes.’
* If step 1 is not able to apply or ship-to party has a VAT registration number, it is possible to copy the tax number and classification from the ship-to party.
* Moreover, if step 2 also doesn’t work, then also tax number and tax classification can be copied from the sold-to party.

***Q 17 – Is it possible to create material in company codes when working on Inter-Company Sales?***

Ans – At the time of working on Inter-Company Sales, there is a transaction code MM01 required for creating materials relevant to the plant and sales organization. One can extend the material if someone is using a common server.

***Q 18 – Can you list the essential elements involved in the customer master record?***

Ans – Here, we are mentioning the necessary elements required for a customer master record.

* Company code data
* General data
* Sales area data

***Q 19 – How can one create a Quotation?***

Ans – As we know, the quotations are present as legal documents that are sent to the customers. There is information like the delivery of services and goods that are included in the quotation. For creating a quotation, one has to use the transaction code ‘VA21’.

***Q 20 – How can you differentiate between Sales Document and Sales Activity?***

Ans – Sales Document: This document is related to sales and is generally built in the SAP system for managing the complete sales process.

Sales Activity: The mentioned activities are classified as post- and pre-sales activities. They are used to improve the sales of any company.

***Q 21 – Can you define the structure of a sales order?***

Ans – Any inquiry coming from the customers’ side mostly comprise one or more items containing the number of products. This quantity is further divided into business lines that have different sales parameters. It has seen that the items are generally combined in a hierarchy, and therefore, it is possible to create a difference between batches.

***Q 22 – When can you use the SAP credit memo and SAP return order?***

Ans – Talking about the SAP credit memo, it is usually created based on a credit memo request. It can be generated at the time when you have to pay the customer. The return order is about receiving the returned goods coming from the customers. Hence, the sales department is responsible for creating return orders, and based on this return delivery document is created.

***Q 23 – What is the name of the Central organization required at the time of purchasing?***

Ans – Purchase Organization is the key element used during the time of purchasing.

***Q 24 – Define Sales Office, Sales Groups, and Sales Employees in SD module***

Ans – *Sales Office:* Sales office is a geographical group that is created for structuring a sales team within an organization. The sales office can be assigned to one or more Sales Area.

*Sales Groups:* There is a staff of Sales Office that is divided into Sales Groups and further to Sales Employees. So, Sales Groups is a kind of group of persons related to the sales department working for numerous purposes.

*Sales Employees:* Sales employees are those who have personnel master records required for managing data of Sales employees.

***Q 25 – Explain about Shipping Point and Loading Point in SD module***

Ans – First coming to the shipping point, it is a point from where the team can ship the deliveries of products. Though, the subdivision of the shipping point is referred to as a loading point that means a manual entry in the header data of delivery according to customization.

***Q 26 – Can you tell me what a division in the SD module is?***

Ans – A division is present as a product group for a vast range of services. In sales organizations, there are lots of divisions that incorporate customer-specific arrangements.

***Q 27 – Do you know what R/3 is?***

Ans – R/3 is present as a three-tiered architecture, which is used by the system. There are three tiers mentioned:

* Application server
* Database server
* Presentation server

***Q 28 – Describe the role of ERP in any business environment***

Ans – ERP (Enterprise Resource Planning) is called a software package. It is designed especially for the integrated management of numerous business processes like order placement, invoicing, inquiry, and billing. Though, it is much needed in manufacturing industries to accomplish the core business areas like finance and production. Due to the popularity of the ERP package, its functionalities can also be extended to cover the overall business management.

***Q 29 – Have you heard about Quick Viewer?***

Ans – It is available as a beneficial tool for creating reports in System. Furthermore, it is useful for creating reports without any help from programming. It is quite similar to ABAP Query.

***Q 30 – Why is there a need for creating Z reports?***

Ans – SAP has recognized to offer different reports in every module. In case if the standard reports do not comply with the business requirement, then there is a need to develop your reports. Z reports, also known as ABAP custom reports, can create any program that needs to start with Z.

***Q 31 – What do you mean by Alternative Condition base value?***

Ans – This indicates typically a formula required for a condition type to promote an alternative base value needed for the calculation of a value.

***Q 32 – Tell something about Invoice correction?***

Ans – Invoice correction is a kind of sales document (RK). It is a documented process showing a new method of processing complaints and issuing both debit and credit memos. It also allows the users to correct the price and quantity for more than one faulty item present on an invoice. The request for each invoice is made about the invoice. There are two items in each invoice correction request. The first one is the quantity and value copied from the given invoices. The second one is the debit item that shows the correct quantity and value.

***Q 33 – Describe Sales organization, Distribution channel, and Division***

Ans – *Sales Organization*: It is an organization unit involve in selling and distributing products, negotiating terms of sales, and accountable for truncations.

*Distribution channel*: As the name implies, the mentioned channel acts as a medium for materials or services to reach customers. It contains internet sales, retail, direct sales, and wholesale. The distribution channel can be assigned to one or more sales organizations.

*Division*: This is a wide-ranging spectrum of products.

***Q 34 – What do you mean by ASAP methodology?***

Ans – ASAP is all about streamlining the implementation process, and this can be done by offering methods, tools, templates, and accelerators. These are generally built on various SAP implementations. Further, this implementation is divided into 5 phases.

Phase 1 – Project Preparation

Phase 2 – Business Blueprint

Phase 3 – Realization

Phase 4 – Final Preparation

Phase 5 – Go-live and Support

***Q 35 – How will you define the Item Category?***

Ans – In the field of SAP, the sales item category is considered to be very important. A company requires it to control the sales document flow while impacting the schedule line category. The item category put an effect n delivery and billing process.

***Q 36 – How will you deal if there are multiple down payment items present in final billing?***

Ans – There are specific steps required to be followed when there is a cleared down payment request is needed to be cancelled. Such steps are also required to avoid the doubled down payment items.

* T-code FBRA is used for clearing.
* If someone wants to cancel the clearing needs, it can be done via t-code FB08.
* One can cancel the down payment request by VF11.

***Q 37 – Explain something about Condition Supplement***

Ans – When a company wants to offer a discount regardless of combination up till a certain period, this is known as Condition Supplement. The system, by default, provides discounts together with a base price.

***Q 38 – Differentiate between Rebate and Discount***

Ans – *Discount:* It is a general disc, which is usually applied in business transactions frequently. It is available for all the customers.

*Rebate:*

Rebate is an agreement present between Sales Org. It is a kind of special discount, which is given occasionally. The customers can avail of this discount on reaching the sales volume within a time.

***Q 39 – How can you explain Access Sequence for Header Conditions?***

Ans – Access Sequence is a type of search strategy that is used for finding the correct condition record using the condition table.

***Q 40 – Tell us about Partial Delivery or Backorder Processing?***

Ans – Sometimes, there is a lack of material to complete the sales order. In such circumstances, a delivery date is given when the goods available are available before the delivery date. Thus, it is possible to deliver the goods before the arrival of the first delivery date. This process is known as Backorder processing.

***Q 41 – You must have heard about the Bill of Material. What does it mean?***

Ans – Bill of Material is a ubiquitous term used in Sales Distribution. It combines a group of materials with two products named header level item and item level item. You can say that it is a list of raw materials, parts, intermediate assemblies, sub-components, and quantities required at the time of manufacturing.

***Q 42 – What are the different partner functions available?***

Ans – There are four types of partner functions available mentioned –

* Ship to Party – Where a person received the goods.
* Payer – In this, a person pays the payment.
* Sold to Party – An individual who places the order.
* Bill to Party – A person who gets the bills.

***Q 43 – Is it possible to delete Sales Order Numbers?***

Ans – For your information, it is difficult to delete the sales orders once you saved them. One can either cancel the sale order or reject it.

***Q 44 – Mention some of the influencing factors used in Account Determination for an invoice.***

Ans – Here, we are mentioning some of the influential factors that you should also know.

* AAG of the customer.
* A/c key.
* Chart of A/c.
* AAG of material.

***Q 45 – Why you should select SAP over others?***

Ans – There are lots of technical reasons that make you implement SAP in your company as well. SAP is highly configurable, provides safe data handling, minimize data redundancy, maximum data consistency, and others. Thus, you can get the profit of sales like tight integration-cross function and purchasing.

***Q 46 – How can you close the Backorders?***

Ans – It can be done through an availability check.

***Q 47 – What are the steps involved in assigning distribution channels to a sales organization?***

Ans – The assignment ensures that the sales organization is capable of supplying the materials to customers via the distribution channel. The steps include in this are:

***Q 48 – How you can customize Rebate processing in SAP SD?***

Ans – We are mentioning steps followed for customizing the Rebate processing.

* Firstly, activating the rebate in customer master data.
* Activating the selling material in MM data.
* It is required to activate sales org.
* Activate the billing doc.

***Q 49 – What do you mean by shipping points?***

Ans – Shipping Point is defined as an organizational element that is answerable for shipping the materials and deliver to the customers.

***Q 50 – Describe Transfer Order***

Ans – In simple terms, a transfer order is a process of picking the order. Generally, the material is picked from the storage, loading area, and picking area.

**ACTE**

**1) What is SAP Sales and Distribution?**

SAP Sales and Distribution is one of key component of SAP ERP system and is used to manage shipping, billing, selling and tr portation of products and services in an organization.

SAP Sales and Distribution module is part of SAP Logistics module that manages customer relationship starting from raising a quotation to sales order and billing of the product or service. This module is closely integrated with other modules like SAP Material Management and PP.

**2) What do you understand by Organization structure in SAP Sales and Distribution?**

SAP SD organization structure majorly consists of two steps Creation of Organization elements in SAP system and second is to link each element as per requirement. On the top of organization structure in SD module, sales organization is at highest level and is responsible for distribution of goods and services.

SAP recommends to keep number of sales organization in organizational structure to be minimum which helps in making reporting process easy and ideally it should have a single Sales organization.

**3) What is Sales area, Distribution channel and division in SAP Sales and Distribution?**

Distribution channel tells the medium by which products and services are distributed by an organization to its end users. Division in an organizational structure represents a product or service line in a single organization.

A Sales area is known as entity which is required to process an order in a company. It is comprised of Sales organization, distribution channel and a division.

In SAP SD organizational structure, each sales organization is assigned to a company code. Distribution channel and divisions are assigned to Sales organization and all comprise to make a sales area.

**4) What is the use of Sales area?**

A Sales area is known as entity which is required to process an order in a company. It is comprised of Sales organization, distribution channel and a division.

**5) Can you do delivery without shipping point?**

No, shipping point is required to perform goods delivery.

**6) Is it possible to create invoices without delivery?**

No, invoice is not possible without delivery.

**7) Give an example of Material Management integration with Sales and Distribution?**

Consider an example of creating a sales order in SAP SD, it involves copying details of item from Material Management.

Availability check of the item and price details are also taken from MM but this can be controlled this data in SD module. To create inbound and outbound delivery of goods for a sales order, shipping details, loading point etc. also come from Material Master.

**8) What is the use of SAP FI in SAP Sales and Distribution?**

In case of standard sales order, you create an outbound goods delivery to the customer. Here movement 601 takes place. This movement is configured in MM and movement of goods hit some G/L account in FI.

**9) What are the link point of SAP Sales and Distribution with other SAP modules?**

|  |  |
| --- | --- |
| Link Points | Module Involved |
| Availability Check | MM |
| Credit Check | FI |
| Costing | CO/MM |
| Tax Determination | FI |
| Tr fer of Requirements | PP/MM |

**10) What is the use of partner function in SAP Sales and Distribution?**

Partner function allows you to identify which functions partner has to be perform in business process. Consider a simplest case, where all the customer functions are performed by partner customer. As these are mandate functions they has to be defined as obligatory functions in SD system.

**11) What are different partner type functions available in SAP SD?**

Below partner types are Customer, Vendor, Personnel, Contact Person and common partner functions as per these partner types are −

|  |  |  |  |
| --- | --- | --- | --- |
| Partner Type | Partner Function | Entry from System | Master Record |
| Customer (CU) | Sold-to party (SP)Ship-to party (SH)Bill-to party (BP)Payer (PY) | Customer number | Customer master record |
| Vendor (V) | Forwading agent (fwdg agent) | Vendor number | Vendor master record |
| Human resources (HR) | Employee responsible (ER)Sales personnel (SP) | Personnel number | Personnel master record |
| Contact Person (CP) | Contact person (CP) | Contact partner number | (created in customer master recors, no master record of its own) |

**12) What are the different Customer account groups that you can create in SAP SD?**

Domestic customers

Export Customers

One Time Customers

**13) What is a Sales activity? What are different sales activity that you perform in SD?**

All Sales activities in SAP SD system can be divided into presales and post sales activities. Presales activities are classified as activities which occurs before product is sold to customer and post sales activities are those which occurs after product is sold.

Pre Sales Activities − Inquiry, quotation

Post Sales Activities − Support, Relationship management

**14) What is the use of Sales support in SAP SD module?**

Sales support is one of the key component in Sales and Distribution SD module. It is also called computer Aided Selling SD-CAS.

This module helps organizations to create new sales, tracking of existing sales, and performance and eventually help in improving marketing and sales in an organization.

SAP SD Sales support module provides an option of creating email list for the customer and directly sending mails for new leads.

**15) What do you understand by Sales Order processing?**

Sales order processing describes a function related to whole sale part of an organizational business. Common functions under sales order processing −

Availability of the articles purchased

Checking for incomplete data

Checking the status of the sales tr action

Calculation of pricing and taxes

Schedule the deliveries of goods

Printing of documents or e-tr fer of documents

**16) What is the structure of Sales Order in SAP SD? How can you create, edit or display an existing sales order?**

Structure of a Sales Order −

An inquiry from a customer consists one or more items that contains the quantity of a material or service entered in the order.

The quantity in a Sales order is further divided into business lines and comprise of various subsets and delivering dates.

Items in Sales order are combined in a hierarchy and allows to differentiate between batches or to use combinations of materials.

All the valid conditions on the items are mentioned in item conditions. These conditions for an item can be derived via a full condition and can be valid for entire sales order.

You can divide an item to multiple billing plan deadlines and each tells the time when a fixed amount of the item is to be billed.

VA02 − Edit a Sales Order

VA03 − Display a Sales Order

T-Code − VA01 Create a Sales Order

**17) What is an inquiry under presales activity? How to create a new inquiry?**

An Inquiry is not a legal document and is used to record the information about delivery or services from customers. The information that is captured using an inquiry is related to materials and quality of goods.

Menu Path − Logistics → Sales and Distribution → Sales → Inquiry → Create

T-Code − VA11

**18) How can you create a quotation in SAP Sales and Distribution?**

Quotation is a legal document to customer for delivery of goods and services. This is normally issued after an inquiry from customer or without an inquiry.

SAP R/3 Menu

Logistics → Sales and Distribution → Sales → Quotation → Create

T-Code − VA21

**19) What is the difference between a Sales activity and a sales document?**

Sales Activity

Sales activities are categorized as Presales and post sales −

This include when you sell material rather you do your preparation for sales with the customer…

Sales Call, Phone Call, Sales Letter, and post sales like support and relationship, etc.

Sales documents

These documents are considered under sales, where you sell the materials to the customer and are created in SAP system to manage sales process.

Example − Sales orders, Quotations, etc.

**20) How do you assign a sales organization to delivering plant?**

SPRO-IMG-Enterprise Structure-Assignment-SD-Assign Plant to Sales Organization/Dist.Channel

T-Code − OVX6

Top of Form

Bottom of Form

**21) Is it possible to process outbound delivery without a shipping point?**

No

**22) What is the use of Sales support function in SD module?**

Sales support is one of the key component in Sales and Distribution SD module. It is also called computer Aided Selling SD-CAS.

This module helps organizations to create new sales, tracking of existing sales, and performance and eventually help in improving marketing and sales in an organization.

SAP SD Sales support module provides an option of creating email list for the customer and directly sending mails for new leads.

Sales support stores all the data related to sales and distribution related to customers, products, materials, competitor products, etc.

**23) Give an example of a sales process from presales activity to free of charge replacement?**

There is a customer telephone inquiry in the system and then customer requests a quotation which can be created by referring to same inquiry. Next is the customer place an order on the basis of quotation and a sales order is created by copying the information from the quotation and if any modifications are required.

Merchandise is shipped and bill is sent to the customer. After the delivery of goods, customer raises a claim damaged articles, a delivery can be created free of charge with reference to the sales order.

**24) What are different sales document in SAP system? How to create a sales document?**

There are different types of sales document that can be defined in SAP system −

Credit Memo

Debit Memo

Standard Order

Delivery Returns, etc.

To define a Sales Document

Enter T-Code − VOV8 or SPRO → IMG → Sales and Distribution → Sales → Sales Document → Sales Document Header → Define Sales Document Type

In SAP Sales process, a standard item function is same as function of free or charge item or text item?

No

**25) What are the different factors to be considered while defining different types of item categories?**

General Data Control Elements

Shipping data Control Elements

Billing Data Control Elements

**26) What are different schedule line categories as per different sales document?**

Inquiry −

No Delivery of an item

No Availability check

Information purpose

Quotation −

No Delivery

No Movement

Order −

Schedule line is suitable for delivery

Movement type 601

Return −

Schedule line is suitable for delivery

**27) In a sales order how system does picks up plant?**

You can assign particular material master to particular Plant and it picks up from there.

**28) Why do you use pricing date in condition type?**

It shows date of calculation of pricing procedure for that Particular document. So that in future you can see the date on which pricing calculated for that particular document.

**29) What is the use of copy control, explain?**

Copy Control is defined as a process in which important tr actions in a sales document are copied from one document to other. It consist of routines which determines the system how the data is to be copied from source document to target document.

A SAP system contains number of these routines and you can also create additional routines to meet the business requirements. To create a new routine you can use an existing sales document as a reference.

How to find Copy Controls in SAP system?

These controls are created and configured under IMG and can be found at below menu path −

SPRO → IMG → Sales and Distribution → Sales → Maintain copy control for sales documents

SPRO → IMG → Sales and Distribution → Shipping → Specify copy control for deliveries

SPRO → IMG → Sales and Distribution → Billing → Billing Documents → Maintain copy control for billing

**30) What is pricing in Sales and Distribution? Explain?**

Pricing in Sales and Distribution is used to define the calculation of prices for external vendors or customers and cost. Condition is defined as set of conditions when a price is calculated.

Example −

Consider a case when a customer orders specific quantity of a product on a particular day. Various factors like customer, product, order quantity and date tells the final price to customer. This information is stored in the system as master data in the form of condition records.

**31) What are the different pricing elements in SAP system?**

There are various pricing elements like prices, surcharges, discounts, and taxes are defined in SAP system as condition types. To manage pricing information for a pricing element in a system, you have to create condition records.

**32) What is condition record and condition table?**

A Condition table is defined as combination of keys to identify an individual condition record. A condition record is defined as how system stores the specific condition.

**33) Give an example of condition record and condition table?**

Example of Condition Record −

Entering the price of a product or to specify the discount for a privilege customer.

Example of Condition Table −

Condition records for a customer specific material prices are stored by a sales department. SAP system contains a conditional table 005 for this purpose. Key of table 005 includes below field −

Customer

Material

Sales Organization

Distribution Channel

First two fields − Customer and Material determines the relationship between customers and specific materials. Last two fields are used to identify organization data in SAP system.

**34) What do you understand by condition technique and type?**

Condition type is defined as specific features of daily pricing activities in SAP system. Using condition type you can also put different condition types for each pricing, discounts on goods, tax and surcharge that occurs in business tr actions.

**35) Any example of using condition technique and type?**

Condition type allows you to define the discount for special material. This can be specified in the system to calculate discount as an amount or it can calculate discount in terms of percentage.

In case you have to use both discount types, two separate condition types has to be defined in the system.

**36) What are the predefined condition types in SAP SD system?**

|  |  |
| --- | --- |
| Condition Type | Description |
| PR00 | price |
| K004 | Material discount |
| K005 | Customer-specific material discount |
| K007 | Customer discount |
| K020 | Price group discount |
| KF00 | Freight surcharge (by item) |
| UTX1 | State tax |
| UTX2 | Country tax |
| UTX3 | City tax |

**37) What do you understand by surcharge and discount? What are predefined discount type in SAP system?**

A standard SAP system includes variety of common discount types. You can also define customize discounts and surcharges as per business requirement.

Standard SAP system includes below discount types −

|  |  |
| --- | --- |
| Discount (Key) | Kind of discount |
| Customer (K007) | Percentage |
| Material (K004) | Absolute |
| Price group (K020) | Percentage |
| Material group (K029) | Absolute discount by weight |
| Customer/material (K005) | Absolute |
| Customer/material group (K030) | Percentage |
| Price group/material (K032) | Absolute |
| Price group/material group(K030) | Percentage |
| Rebate processing (BO01) | Group rebate (%) |
| Rebate Processing (BO02) | Material rebate (fixed) |
| Rebate processing(BO03) | Customer rebate(%) |
| Inter-company processing (P101) | Intercompany discount (fixed) |
| Inter-company billing (P102) | Intercompany discount (%) |
| Invoice lists (RL00) | Factoring discount |
| Invoice lists (MW15) | Factoring discount tax |

**38) How do you manage discounts in Condition record?**

While creating a condition records, you can use any of standard discount types. While doing automatic pricing, system checks for the discount that satisfies a certain condition and it checks for a valid condition records.

If a discount refers to a group like a material group or price groups, that group must be assigned to relevant customer or material master record before automatic pricing is done in the system.

**39) What is the use of product proposals in SAP SD module?**

Product Proposal helps an organization to increase the sales by recommended other products to the already added products or by replacing one already added. The products recommended can be cheaper, expensive or similar to the product that is requested by the customer.

Automatic Product Proposal is one of most powerful tool used in online marketing of products.

Product Proposals can be mapped to specific requirement of business partners to match their market requirement.

**40) Can we extend material and customer to other sales area in SAP Sales and Distribution?**

Sales area is a combination of sales organization and distribution channel and Division. Division is a logical grouping of products, hence you can’t extend material to other sales areas. But you can extend customer to other sales areas through common Distribution channel & division.

**41) What are different sales order type that can be used in SAP SD system?**

There are different types of Sales Order that can be placed −

Cash Sales

This is defined an order type where customer place an order, pick up the order and pay for the goods. In this order type delivery of the order is executed immediately when the order has been entered. Cash invoice and billing can be printed immediately from the order.

No Receivables is entered for customer as invoice amount is paid cash and directly entered to a cash account.

Rush Order

In this order type, delivery of good is picked by customer or you deliver the goods on the same day when the order is placed.

Scheduling Agreement

A scheduling agreement is defined as an external agreement with the customer and having details of quantity of goods and delivery dates. This information is mentioned as schedule lines In a standard system, Schedule lines can be created with the scheduling agreement or you can also create these at later stage.

**42) How do you manage deliveries when customer is not satisfied with product/service?**

Free of charge delivery or subsequent delivery is made when customer is not satisfied with product or good or lesser quantity of good is delivered and company has to initiate a return as per customer request. In this delivery, customer is not charged for shipping of goods.

Steps to be followed in case of Return request −

Credit Memo −

This is done when customer wants refund for the delivered goods. System creates credit memo sales document to customer with reference to sales order.

Subsequent delivery −

This includes free of charge delivery of disputed goods to the customer. This is required when incorrect quantity of goods is delivered to customer.

Creating a return request in system − T-Code − VA01

**43) What is an outline agreement?**

Outline agreement is a long term purchasing agreement with vendor containing terms and conditions regarding the material that is supplied by vendor.

Outline agreement are valid up to certain period of time and cover a certain predefined quantity or value.

**44) What are different type of outline agreements?**

Outline agreement is of following two types.

Contract

Scheduling Agreement

Contract

Contract is a long term outline agreement between vendor and ordering party over predefined material or services over certain framework of time. There are two types of contract

Scheduling Agreement

A scheduling agreement is defined as an external agreement with the customer and having details of quantity of goods and delivery dates. This information is mentioned as schedule lines In a standard system, Schedule lines can be created with the scheduling agreement or you can also create these at later stage.

**45) What are different contract types? How to create a contract in SAP system?**

Quantity Contract − In this type of contract overall value is specified in terms of total quantity of material to be supplied by vendor.

Value Contract − In this type of contract overall value is specified in terms of total amount to be paid for that material to the vendor.

Contract can be created by following the below steps −

Path to create Contract −  
Logistics ⇒ Materials Management ⇒ Purchasing ⇒ Outline Agreement ⇒ Contract ⇒ Create

T-code − ME31K

**46) How you can create a scheduling agreement?**

Path to create Scheduling Agreement −

Logistics ⇒ Materials Management ⇒ Purchasing ⇒ Outline Agreement ⇒ Scheduling Agreement ⇒ Create ⇒ Vendor Known

T-code − ME31L

**47) What are the different activities under consignment stock in SAP SD?**

Consignment stock management includes four key activities in the system −

Creating a Consignment Fill-Up (Stock is fill up at warehouse)

Creating Consignment Issue (Stock issued from warehouse)

Creating a Consignment Pick-Up (Stock return to manufacturer)

Displaying Consignment Returns (Stock return from customer)

**48) What is the use of shipping process in SAP Sales and Distribution? How do you define modes of tr port?**

Shipping is defined as an important activity in sales process. It comes under logistic chain and guarantees customer service and distribution of goods.

It is a component of Sales and Distribution module and is used to perform outbound delivery and other shipping activities like picking and packing of the goods.

In shipping process, below are the key sub processes −

Delivery processing of the goods

Picking of items

Packing of the goods

Post goods issue

Shipping communication

Planning & monitoring of shipping

To define Modes of Tr port, navigate −

SPRO → IMG → Logistics Execution → Tr portation → Basic Tr portation Function → Routes → Define Routes → Define modes of tr port → Execute.

**59) Which T-Code are using for Account Determination?**

VKOA.

Total, Requirement, Alternative Condition Type, Alternative condition base value, Account Key, Accruals Key.

**60) What is the parent and child relationship?**

when after we r creating the IDOC type it will show screen, there we can create the segments by right click. then one pop up window will display like which segment(Ex SEG1) u need to add to the IDOC then add the one more segment(Ex SEG2) to the IDOC . while add SEg2 to the IDOC , pop up will display like segment name which u can add and there is the options like under which segment u need to create the segment here u can select SEG1.

now SEG1 —-> parent segment

SEG2 —-> child to the SEG1

**77) What Stands for SPRO?**

SPRO stands for SAP Project Reference Object

SPRO is used to configure the SAP System as per client’s requirement.   IMG (Implementation Management Guide) menu which you will find customization settings for all SAP modules, will be shown after executing SPRO tr action.

**78) Tel about the Order to Cash Cycle ?**

A customer orders some items from your company by creating a sales order

(Tcodes VA01, VA02, VA03, Tables VBAK, VBAP etc).

Your company decides to deliver the items ordered by the customer. This is recorded by creating a outbound delivery document (TCodes VL01N, VL02N, VL03N, Tables LIKP, LIPS etc).

Once the items are available for sending to the customer, you post goods issue which reduces your inventory and puts the delivery in tr it. This will create a material document. You will post goods issue using VL02N but the material document created will be stored in tables MKPF, MSEG.

You will then create shipment document to actually ship the items. (Tcodes VT01N, VT02N, VT03N, Tables VTTK, VTTP etc).

You finally create a sales billing document. (TCodes VF01, VF02, VF03, Tables VBRK, VBRP etc). This will have a corresponding accounting document created that will be in BKPF, BSEG tables.

When customer pays to your invoice, it will directly hit your Account Receivables account in FI.

You will have to remember that these are not a required sequence. Some times, you may configure your system to create a SD invoice as soon as you create a sales order or you may not create a shipping document at all. This is the position where Functional Consultant would come into picture and study the company’s order to cash process and configure the SAP system to do so.

**79) Explain how we will configure milestone billing , periodic billing and which scenario we will use?**

Menu path IMG->sales & distribution->Billing->billing pl ->define billing plan types.

You set the start date and end dates if applicable to the type of billing you are using. What time to be billed (end of month, start of month etc..)

Milestone is a billing plan type where a customer is billed for the amount distributed between the dates until total value is reached eg if the total billing amount is 1000 USD for a year. You will bill the customer in different amounts say 200, 500, 300 at different intervals as per customer agreement.

On the other hand Periodic billing is billing the customer for the total amount(here 1000 USD) at regular intervals periodically until the customer agreement is reached. eg 1000/12 for a 1 year agreement and say billed at the 1st day of every month

Explanation for Billing Plan for Milestone Billing

Milestone billing me distributing the total amount to be billed over multiple billing dates in the billing plan. As each milestone is successfully reached, the customer is billed either a percentage of the entire project cost or simply a pre-defined amount. During sales order processing, the system determines from the item category whether a billing plan is required and, if so, which type of plan ,The type of billing plan that is determined at this point is set up in Customizing and cannot be changed in the sales document. Billing pl for periodic billing and milestone billing pl for project-related milestone billing have different overview screens so that you can enter data relevant to your processing.

**80) What are posting Keys and How are they used while making postings?**

Posting Keys are defined at Client Level. Posting keys determine whether a line item is a debit or credit as well as the possible field status for the tr action. In this context, it is essential to understand the factors that determine the field status of a tr action. The field status within a FI document is controlled by Accout Type, field status of Posting Key and the field status of the G/L account.

Modifying the SAP delivered Posting keys are not recommended. if a posting key is to be modified the best possible action is to copy the posting key that needs to be modified and then modify the copy. we can define the posting keys using the tr action OB41.

It also determines the account type to which the debit or credit is to be made and whether it is Spl G/L tr action. If it is a Spl G/L tr action, then the field for Spl G/L indicator becomes required entry.

**81) What are the Movement types in MM ?**

In SAP Materials Management, goods movement is distinguished using a three digit key which is called the “movement type”. The movement type is important because it controls the screen layout, adjustment of inventories, the GL account for financial purposes etc. Goods movement have been discussed elaborately here. The various types of material movement types in SAP materials management MM are given below

Movement Type and Goods Movement

101 Goods receiving for ordering

104 Goods receiving blocking status for ordering

122 Return delivery to suppliers

201 Goods outflow (WA) to cost centers

221 Goods outflow to project

231 Goods outflow to customer order

241 Goods outflow to factory

251 Goods outflow to sales

261 Goods outflow to order

291 Goods outflow for all account allocations

321 Release from quality checking

551 Goods outflow for scrap

321 Release from quality checking

451 Returns from customers

453 Inventory to inventory tr fers

501 Goods receiving without order

511 No cost delivery

521 Internal goods receiving without manufacturing order

561 Inventory taking

**82) Explain what is Physical Inventory?**

Main Business Scenario Your enterprise has to carry out a physical inventory of its warehouse stocks at least once per fiscal year to balance its inventory. Various procedures can be implemented for this.

In a periodic inventory, all the enterprise’s stocks are physically counted on the balance sheet key date. Every material has to be counted. During counting, the entire warehouse must be blocked for material movements.

In the continuous inventory procedure, stocks are counted continuously throughout the entire fiscal year. In this case, it is important to ensure that every material is physically counted at least once during the fiscal year.

You can also implement special procedures, such as cycle counting (physical inventory at regular intervals) and inventory sampling (physical inventory of randomly selected stocks).

Physical Inventory types

Periodic; Sampling; Continuous; Cycle Counting

With both continuous and periodic inventory types, the following stock types can be included in the physical inventory

Unrestricted use stocks in warehouse

Quality inspection stocks

Blocked stock

The cycle counting inventory method creates a physical inventory document only for stock type 1 (unrestricted use). The inventory sampling procedure is only applicable to stock types 1 (unrestricted use) and 2 (quality inspection stocks).

The Physical Inventory Process Create physical inventory document->Set blocking indicator->Print physical inventory document->Enter count results->List of differences->Post differences

Physical Inventory Number

The physical inventory number was created as an additional hierarchy above the physical inventory document number. You can use it to group together different physical inventory

documents that belong together organizationally.

You assign physical inventory numbers when you create and change physical inventory documents, and you can use them as an extra selection criterion for physical inventory reports. This enables you to directly display the physical inventory documents per storage location, customer, or vendor.

If you have not finished entering the complete physical inventory count, you can freeze the book inventory balance in the physical inventory document to prevent goods movements from changing the book inventory balance relevant to the physical inventory count, which would result in incorrect inventory differences. You define in Customizing for Inventory Management whether you can freeze book inventory balances in the storage location.

When entering a physical inventory count with reference to a physical inventory document that contains many items with a quantity of zero, you can set zero count automatically for all items that have not yet been counted.

In Customizing for Inventory Management, you can define the following value tolerances for posting inventory differences for a user group

maximum amount per physical inventory document maximum amount per document item

Relevant tables

IKPF Header Physical Inventory Document

ISEG Physical Inventory Document Items

**83) What is the use of VPRS, EK01 and Ek02? For material cost we are using VPRS why we need EK01 and EK02 ?**

VPRS is the internal price condition which is copies from material master and can not be manual procss.It is mainly used to calculate revenue sv from particular material. EK01 is for actual costing EK02 is for calculates costing for costing purpose.

**84) How to stop PGI?**

We Can’t stop PGI (Post Goods Issue ), if u want to reversal u can use VL09 and then cancelled delivery to use tr action VLO2N.

**85) What is Business Process Reengineering ? Explain it ?**

BPR me the existing business process how you re-engineered to get client requirements. (Line items clearing at the time of customer receipts which is not exists in the legacy)

**86) How is shipping point determined?**

shipping point will be determined based on the shipping conditions, loading group and delivery plant.

**87) Where do you assign Movement Type?**

we assign movement type in schedule line category. As is is related to tr fer.

**88) What is out put of Blue print ?**

Blue print me collecting the business requirements and mapping these with in sap R/3 if propose is not met then some other solution how to map in SAP R/3 i.e AS IS – TO BE study so the out put will be under standing the requirements and providing the solution in sap with flow charts and get the acceptance from the business team before configure the system i.e realization stage

**KITS ONLINE**

**Q.What Stands for SPRO?**   SPRO stands for SAP Project Reference Object SPRO is used to configure the SAP System as per client’s requirement.   IMG (Implementation Management Guide) menu which you will find customization settings for all SAP modules, will be shown after executing SPRO transaction.

**Q.What is Functional Specs?**  Functional specification is a comprehensive document which describes the desired functionality. It contains technical information and data. It describes the scope, current functionality and desired functionality of a function/transaction

**Q.What is me Variant Configuration? What are the type of questions we can expect in that ?**  Variant configuration is used where you have a configurable material like computer (made up of components like processor, monitor, keyboard, mouse etc). These components are called as characteristics in variant config. Again this will be having values like processor can be either P4 or P3, monitor can be 15" or 17" etc. Based on the values selected the variant pricing will happen using the condition type VA00.

**Q.SAP SD Customer Groups Sales Distribution Module OVS9?**  SAP's Sales and Distribution module is quite comprehensive and contains various features for analysis. One such feature within SAP SD is the creation of Customer Groups. Simply speaking, customer groups are part of the customer master data in SAP IMG. Customers are assigned to a particular customer group by assigning a two digit alphanumeric key. Such customer group key needs to be assigned to each and every customer master records. The main benefit of customer groups is that it can be used in generating statistics and creating condition records such as records for pricing. One example which I can give is suppose you create two sets of customer groups, say Customer group A1 for domestic sales and Customer group A2 for international sales. You can choose to give discount to customer group A1 which are customers in the domestic market by creating a pricing condition for group A1. Customer groups can be created in SAP SD user the following menu path: IMG >> Sales & Distribution >> Master Data >> Business Partners >> Customers >> Sales >> Define Customer Groups Alternatively, one can use the transaction code OVS9. One needs to simply define a two digit alphanumeric customer group key. Once defined, the same can be assigned to a customer master record using the transaction code VD02. Such custoomer master key can be made mandatory for all customer master records.

**Q.Tel about the Order to Cash Cycle ?**  A customer orders some items from your company by creating a sales order (Tcodes: VA01, VA02, VA03, Tables: VBAK, VBAP etc). Your company decides to deliver the items ordered by the customer. This is recorded by creating a outbound delivery document (TCodes:VL01N, VL02N, VL03N, Tables: LIKP, LIPS etc). Once the items are available for sending to the customer, you post goods issue which reduces your inventory and puts the delivery in transit. This will create a material document. You will post goods issue using VL02N but the material document created will be stored in tables MKPF, MSEG. You will then create shipment document to actually ship the items. (Tcodes: VT01N, VT02N, VT03N, Tables: VTTK, VTTP etc). You finally create a sales billing document. (TCodes: VF01, VF02, VF03, Tables: VBRK, VBRP etc). This will have a corresponding accounting document created that will be in BKPF, BSEG tables. When customer pays to your invoice, it will directly hit your Account Receivables account in FI. You will have to remember that these are not a required sequence. Some times, you may configure your system to create a SD invoice as soon as you create a sales order or you may not create a shipping document at all. This is the position where Functional Consultant would come into picture and study the company's order to cash process and configure the SAP system to do so.

Q.**Explain how we will configure milestone billing , periodic billing and which scenario we will use?**  Menu path: IMG->sales & distribution->Billing->billing plans->define billing plan types. You set the start date and end dates if applicable to the type of billing you are using. What time to be billed (end of month, start of month etc..) Milestone is a billing plan type where a customer is billed for the amount distributed between the dates until total value is reached eg: if the total billing amount is 1000 USD for a year. You will bill the customer in different amounts say 200, 500, 300 at different intervals as per customer agreement. On the other hand Periodic billing is billing the customer for the total amount(here 1000 USD) at regular intervals periodically until the customer agreement is reached. eg: 1000/12 for a 1 year agreement and say billed at the 1st day of every month

**Explanation for Billing Plan for Milestone Billing** Milestone billing means distributing the total amount to be billed over multiple billing dates in the billing plan. As each milestone is successfully reached, the customer is billed either a percentage of the entire project cost or simply a pre-defined amount. During sales order processing, the system determines from the item category whether a billing plan is required and, if so, which type of plan ,The type of billing plan that is determined at this point is set up in Customizing and cannot be changed in the sales document. Billing plans for periodic billing and milestone billing plans for project-related milestone billing have different overview screens so that you can enter data relevant to your processing.

**Q**.**why to Search for a transaction code ?**  If you're not sure what a transaction code is, or you know the transaction code but can't find it in the menu, use this transaction: Type in the transaction code, or part of the name e.g. sales order. Any transaction name with that text in it will be shown, along with the menu path

**Q.How many clients we will create in land scape (like in development server, quality server, production server ) if we are creating more than one in each server what is exact use of that client ?**  Client landscape : Basic layout : dev -testing- production also - Sandbox server . for trial and error - Development server for actually creating transports(CTS) - Global server. If you have global implementations at different client locations (eg; canada, US, UK) (for testing purposes with actual master data as well) - Testing server.(for regression testing purposes before moving to prodcution, integration etc..) - Production server is the actual production system The clients could be variable and could be created to a specific server . usually a developed. where abap, functional would mess around. say : client 100-functinal consultants ,client 300- abapers ,client 400- other users(like super etc)

**Q.What is the Definition of Transaction?**  A transaction in SAP is like a program in normal computer languages, and is identified by a four-character transaction code. A transaction can be initiated directly from the command field on the presentation interface or from the corresponding menu option. There are two kinds of transactions: report and dialog transactions. Report transactions are SAP programs that collect selection parameters from the selection screen followed by the output called the lists. Dialog programs consist of more than one interactive screen called a dynpro. These transactions sometimes also need pre selected information for triggering them, not unlike the explicit selection screens in report programs; these are called parameter transactions.

**Q.What are the responsibilities of "CORE TEAM" and "FUNCTIONAL TEAM" in an implementation?**  Core Team are the power users who are selected for the SAP implementation. The Functional Team gather the initial implementation requirement from these core team users who will be the bridge between the SAP Functional Team and their department users with the expert work knowledge.

**Q.whether it is possible to have a Customized of Transaction code or self defined transaction code in SAP?**  One of the most asked question in a SAP interview is whether it is possible to have a self defined transaction code in SAP. The answer to the question is simple and if given tactfully can impress the interviewers. To start with, yes, self-defined reports, transactions or functions are possible within SAP. There might be numerous reasons why a company might go in for customized transaction codes or for that matter reports. To cater to this demand, SAP allows creation of user-defined transaction codes. Creating a transaction code allows the user to speed up access to specific reports/programs as the user no longer needs to use transaction code . Thus, instead of using T-Code SA38, then entering the program name or report name and pressing execute, the same can be done directly through a pre-defined T-Code. The user can then simply use a transaction code, which will automatically open the program. In SAP customized T-codes can be created through transaction code .

**Q.How to Find the Frequently used SAP Transaction code?**  If you are the kind of person who stores his frequently used SAP transactions in his memory instead of his favorites folder, you might from time to time run out of memory and experience some difficulties to remember a specific transaction code. On the other hand, if you work with the SAP menu and spare a bit your memory, you might also have some problems from time to time to find your way back in the SAP menu to a specific transaction. Here are 2 tips to find back your transactions. The first one is more targeted towards specialists as you might need advanced authorizations to run it while the second one is more generic and standard. **Using table TSTCT**Executing transaction SE16 on table TSTCT and selecting as language field (SPRSL) ‘EN’ for English, you may try and find transaction codes based on their texts. Note that you may use ‘\*’ generic characters in the text search and that the search IS case-sensitive. **Using transaction SEARCH\_SAP\_MENU**As its name indicates, transactions SEARCH\_SAP\_MENU searches the SAP menu for a transaction code or text you specify and outputs the directory path to the transactions. Note that not only transactions are matched against the search text but also transactions directories themselves (they are easily recognized because they have no associated transaction code in the resulting list). Another big advantage of this method is that the search IS NOT case-sensitive

**Q.what is the method of time saving Transactions ?**  System transaction codes can be entered in the command field to go directly to a transaction or a function. The following conventions are important time-saving tips for using transaction codes **/n** – cancels the current transaction **/nxxxx** – initiates the specified transaction directly from an another transaction **/o** – displays an overview of sessions **/oxxxx** – initiates the specified transaction in a new session **/nend** – ends the logon session with a confirmation pop-up window **/nex** – ends the logon session without a confirmation pop-up window **/i** – deletes the current session

**Q.What are posting Keys and How are they used while making postings?**  Posting Keys are defined at Client Level. Posting keys determine whether a line item is a debit or credit as well as the possible field status for the transaction. In this context, it is essential to understand the factors that determine the field status of a transaction. The field status within a FI document is controlled by Accout Type, field status of Posting Key and the field status of the G/L account. Modifying the SAP delivered Posting keys are not recommended. if a posting key is to be modified the best possible action is to copy the posting key that needs to be modified and then modify the copy. we can define the posting keys using the transaction OB41. It also determines the account type to which the debit or credit is to be made and whether it is Spl G/L transaction. If it is a Spl G/L transaction, then the field for Spl G/L indicator becomes required entry.

**Q.what is the method of Automatic Account Assignment in SD ?**  During goods issue in the sales cycle, the system is usually configured to update the relevant GL accounts automatically and to create the relevant accounting documents. This customization in IMG is also called **material account assignment** and is achieved through a number of steps as detailed below: Determine ‘valuation level’ (Company Code or plant). Activate ‘valuation grouping code’ and link it with the ‘chart of accounts’ for each ‘valuation area.’ Link ‘valuation class’ with ‘material type’ (FERT, HAWA, HALB, etc.) with the ‘account category reference’ (combination of valuation classes). Maintain ‘account modification codes’ for ‘movement types.’ Link ‘account modification codes’ with ‘process keys’ (transaction/event keys). Maintain a GL account for a given combination of ‘chart of accounts’+ ‘valuation grouping code ‘+’ account modification code ‘+’ valuation classes.’ The process of **Automatic Account Determination** is as follows: Depending on the ‘plant’ entered during goods issue (GI), the ‘Company Code’ is determined by the system which in turn determines the relevant ‘Chart of Accounts.’ The plant thus entered in goods issue determines the ‘valuation class’ and then the ‘valuation grouping code.’ The ‘valuation class’ is determined from the ‘material master.’ Since the ‘account modification code’ is assigned to a ‘process key’ which is already linked to a ‘movement type,’ the ‘transaction key’ (DIF, GBB, AUM, BSX, etc.) determines the ‘GL account’ as posting transactions are predefined for each ‘movement type’ in ‘inventory management

**Q.What are the Movement types in MM ?**  In SAP Materials Management, goods movement is distinguished using a three digit key which is called the “movement type”. The movement type is important because it controls the screen layout, adjustment of inventories, the GL account for financial purposes etc. Goods movement have been discussed elaborately here. The various types of material movement types in SAP materials management MM are given below: Movement Type and Goods Movement 101 Goods receiving for ordering 104 Goods receiving blocking status for ordering 122 Return delivery to suppliers 201 Goods outflow (W**A)**to cost centers 221 Goods outflow to project 231 Goods outflow to customer order 241 Goods outflow to factory 251 Goods outflow to sales 261 Goods outflow to order 291 Goods outflow for all account allocations 321 Release from quality checking 551 Goods outflow for scrap 321 Release from quality checking 451 Returns from customers 453 Inventory to inventory transfers 501 Goods receiving without order 511 No cost delivery 521 Internal goods receiving without manufacturing order 561 Inventory taking

**Q.what are Types of Stock ?**  Used in the determination of available stock of a material, the Stock Type is the sub-division of inventory at a storage location based on the use of that inventory. In SAP, there are many kinds of stock types: **Valuated Stocks** are the stocks which belongs to your company. There are three types of valuated stocks ***Unrestricted Stock*** is the physical stock that is always available at a plant/storage location ***Quality Inspection****Stock* is not counted for unrestricted use and may be made available for MRP. To give an example, you want to do inspection on arrival, you shift your stock to Quality inspection stock then you do the quality inspection ***Blocked stock*** is not counted as unrestricted stock and is not available for MRP. **Non Valuated stock** is the stock which you will keep in your premised and this is not valuated in your company ***The GR-blocked stock*** denotes all the stock accepted ‘conditionally’ from the vendors. This stock is not considered available for ‘unrestricted use.’ You will use the Movement Type 103 for the GR-blocked stock and Movement Type 101 is used for a normal GR. **Special stock** is the stock managed separately that does not belong to company or that are stored at particular location

**Q.Explain & How is Stock Transfer between Plants happens?**  **1- Step Transfer** This process describes to transfer the material stock between plants 1-step. This type of stock transfer can only be carried out in Inventory Management. Neither Shipping in the issuing plant nor purchasing in the receiving plant is involved in the process. Transferring stock in one step has the following characteristics: – The stock transfer is entered as a transfer posting in Inventory Management. Creating a reservation can plan the transfer posting. The quantity of the stock transferred is posted immediately from the unrestricted-use stock of the issuing plant to the unrestricted-use stock of the receiving plant The transfer posting is valuated at the valuation price of the material in the issuing plant. If the plants involved belong to different company codes, the transfer between plants is also a transfer between company codes. In this case, the system creates two accounting documents for the transfer posting. The stock posting is offset against a company code clearing account.

**2- Step Transfer** This process describes to transfer the material stock between plants in 2-step. This type of stock transfer can only be carried out in Inventory Management. If you post a stock transfer from plant to plant using the two-step procedure, you post the removal from storage at the issuing plant first. After you post the removal from storage, the quantity being transferred is managed in stock in transfer at the receiving plant. It is not yet part of unrestricted-use stock, however. You post the placement into storage at the receiving plant in a second step. Only then are the event completed and the transferred quantity part of unrestricted-use stock. Possible reasons for carrying out the a stock transfer in two steps may be: The plants are located at quite a distance from each other and the goods are in transit for a prolonged period of time; or there is one employee responsible at each plant, and each can only post movements for his/her own plant.

**Q.Explain what is Physical Inventory?**  Main Business Scenario: Your enterprise has to carry out a physical inventory of its warehouse stocks at least once per fiscal year to balance its inventory. Various procedures can be implemented for this. In a periodic inventory, all the enterprise’s stocks are physically counted on the balance sheet key date. Every material has to be counted. During counting, the entire warehouse must be blocked for material movements. In the continuous inventory procedure, stocks are counted continuously throughout the entire fiscal year. In this case, it is important to ensure that every material is physically counted at least once during the fiscal year. You can also implement special procedures, such as cycle counting (physical inventory at regular intervals) and inventory sampling (physical inventory of randomly selected stocks). **Physical Inventory types:** **Periodic; Sampling; Continuous; Cycle Counting** With both continuous and periodic inventory types, the following stock types can be included in the physical inventory: -Unrestricted use stocks in warehouse -Quality inspection stocks -Blocked stock The cycle counting inventory method creates a physical inventory document only for stock type 1 (unrestricted use). The inventory sampling procedure is only applicable to stock types 1 (unrestricted use) and 2 (quality inspection stocks). **The Physical Inventory Process:** Create physical inventory document->Set blocking indicator->Print physical inventory document->Enter count results->List of differences->Post differences Physical Inventory Number: The physical inventory number was created as an additional hierarchy above the physical inventory document number. You can use it to group together different physical inventory documents that belong together organizationally. You assign physical inventory numbers when you create and change physical inventory documents, and you can use them as an extra selection criterion for physical inventory reports. This enables you to directly display the physical inventory documents per storage location, customer, or vendor. If you have not finished entering the complete physical inventory count, you can freeze the book inventory balance in the physical inventory document to prevent goods movements from changing the book inventory balance relevant to the physical inventory count, which would result in incorrect inventory differences. You define in Customizing for Inventory Management whether you can freeze book inventory balances in the storage location. When entering a physical inventory count with reference to a physical inventory document that contains many items with a quantity of zero, you can set zero count automatically for all items that have not yet been counted. In Customizing for Inventory Management, you can define the following value tolerances for posting inventory differences for a user group: maximum amount per physical inventory document maximum amount per document item Relevant tables: **IKPF:**Header: Physical Inventory Document **ISEG:** Physical Inventory Document Items

**Q.What is the function of counter in pricing procedure ? Please explain with an example ?**  Counter is used to show a second mini-step within an actual step. For example, you may have all your freight charges assigned to step 100, however there may be three condition types, each representing a different freight charge. Thus you can assign a freight condition type to step 100 counter 1, another to step 100 counter 2; another to step 100 counter 3; and so on

**Q.What is the use of VPRS, EK01 and Ek02? For material cost we are using VPRS why we need EK01 and EK02 ?**  VPRS is the internal price condition which is copies from material master and can not be manual procss.It is mainly used to calculate revenue sv from particular material. EK01 is for actual costing EK02 is for calculates costing for costing purpose.

**Q.What is the purpose of the request number which is generated when u save a customization?**  Request # will be of format SysIdKxxxxxx, where sys id is your DEV(development), QAS (Quality) or PRO (Production) clients, letter K followed by a 6 digit number. Each rask in IMG is attached with a Req #. When we need to transport the requests from 1 client to another Eg: DEV to QAS, we 1st need to release lower level requests followed by higher level requests using SE09 / SE10. Only then we will sbe able to transport them which Basis guy does

**Q.What is the advantage of using the text as a reference instead of duplicating it?**  In general: Referencing avoids data entry errors and allows a standard message relayed. And To reduce load on the system referencing is considered better than copying.

**Q.where is Integration happened between the SD and FI-CO ?**  A key feature of an enterprise data system such as SAP is integration of function where events occuring in the system cause accounting entries to be made automatically when the events happen. This means that there is no lag between events and the books. To facilitate this process SAP uses this basic method: The account key determines the type of price and discount calculation made The type of sales revenue posting to feed data into profitability analysis The customer master record is the source for data The material master record is the source for data on what was shipped from inventory

**Q.What are the condition conversion and customer/material conversion in the Organization structure, how do you navigate? Please answer with example?**   In the Organization Structure if you have more than one distribution channel and division then you have to go for common Dist. Channel t/c VOR1 and similar for division VOR2 or SPRO>Sale and Distribution>Master A) DCDC and DCD

**Q.In consignment fill up we delivery goods to customer site, is there any agreement with customer? if yes what type of agreement(relating price)?if no with out agreement how can we place rupees lacks of amount to customer site?**  Yes, there is always an agreement that the customer will sell or consume the materials. Billing is done only when the customer actually sells or consumes the materials. The unsold goods or unused materials are our materials and the customer can return them (if he wants). Materials may be kept at either customer's site or our site. Ownership of material passes only in case of : 1) Consignment Issue : from us to customer i.e. when the customer actually sells or consumes the material. 2) Consignment Return : from customer back to us. It does not pass in case of : Fill-up or Pick-up.

**Q.When will you combine deliveries into one invoice?**  1 we will combine multiple deliveries into one invoice, when the bill to party , payment terms and billing date is same. And also when billing date, that means billing is done only once in a month for that particular customer, then you combine all deliveries of that month create invoice 2 In one scenario it depends up on the customer master data in the following way if that specific customers have multiple ship to parties as mentioned in partner functions of the master data of the customer and for all these ship to parties there will be unique bill to party or payer this takes place. If the confirm delivery date of materials to different ship to parties must be unique. 3)In another scenario it depends up on the availability check in the following as it depends up the checking group if the system finds collective requirement in the checking group of this material master record of the specified material it combines all the deliveries and transfers to the billing document as one invoice.

**Q.How to stop PGI?**  We Can't stop PGI (Post Goods Issue ), if u want to reversal u can use VL09 and then cancelled delivery to use transaction VLO2N.

**Q.Tell me a few tickets handled by you during your support?**  Material Discount was not included in Pricing Procedure.

1. Tax was not configured in Pricing.
2. Material was required to be substituted by some other material during unavailability.
3. It was required to assign new Partner to Customer.
4. It was required to make some fields in Material Master as required entry

**A2**. first of of all tickets are the requirement which comes from client side or by the end users .the ticket which i faced was client wants to give discount if customers pay within given period of time say 20days he will get 10% discount and 5% 10days before 20days and 2% 5 days before 10days.My problem is that i am unable to insert 2%discount in terms of payment how to solve it. 2nd Ticket was client wants transportation zone in pricing which not maintained in field catalog, 3rd Ticket was client wants vprs should be his selling price i.e pr00 should not be maintained.

**Q.User-specific parameters means? How to create that one?**  These parameters are specific to the logon user id. you can access this by going to pull down main menu--System- User Profile--> Own data--> in that the 3rd Tab page. **A** 2> These are module specific parameters which serve different purposes. Ex-EFB parameter for MM Purchase order-Prices display

**Q.Explain to me in detail Alternate condition base value, and alternate calculation type?**  ALTERNATE CALCULATION TYPE : This function allows you use a formula as an alternative in finding the value of the condition type, instead of standard condition technique. this can be used to calculate complex tax structures. ALTERNATE CONDITION BASE VALUE : The alternative condition base value is a formula assigned to a condition type in order to promote an alternative base value for the calculation of a value.

**Q.what r all the documents will generate after saving invoice?**  After saving invoice 5 documents are generated:

1. Revenue Account
2. Customer Receivables Account
3. profit center Account.
4. Special Purchase Ledger Account
5. Profit Analysis Account.

**Q.What is Business Process Reengineering ? Explain it ?**  BPR means the existing business process how you re-engineered to get client requirements. (Line items clearing at the time of customer receipts which is not exists in the legacy)

**Q.What are the two user exits you have used in your project?**  Examples of user exits : MV50AFZZ i used it to carry out availability check for batch managed materials

**Q.In sales order how system does picks up plant?**   **first**system looks in the following way : 1) Customer material Info Record 2) Customer master record 3) Material Master Record

**Q.How is shipping point determined?**  shipping point will be determined based on the **shipping conditions, loading group and delivery plant**.

**Q.Where do you assign Movement Type?**  we assign movement type in schedule line category. As is is related to transfer.

**Q.What is out put of Blue print ?**  Blue print means collecting the business requirements and mapping these with in sap R/3 if propose is not met then some other solution how to map in SAP R/3 i.e **AS IS – TO BE**study so the out put will be under standing the requirements and providing the solution in sap with flow charts and get the acceptance from the business team before configure the system i.e realization stage

**Q.Who are called Super users when it comes to training in SAP ?**  There are Consultants, Power users, End users in a SAP R/3 system. The users are differentiated by the level of authorization **End users**-- Normaly are given authorisation to only specific transactions ( T.codes)-- like creation of Sale order, Delivery, transfer order etc etc.. For eg a person in the ware house would only be given authorization to create, Transfer orders and not to create Sale orders. Similarly a sales person will have the authorization to create SOs and not TOs. **Power Users**-- People who have additional authorizations to change or add data to make the system adapt to day to day business requirements are power users. Master record creation, Condition record creation. These people sometimes are also allowed to view the customization screens and normally not allowed to make any changes in the customization. **Consultants**-- These people (We) mainly work in customization. their authorization level depends on the Server they work on. For eg: In development server to all screens In testing server except few critical customization screen to all screens **In production server** – To get any screen in production to end user, here user role can be changed by the help of basis to work in production server in case of emergency like they would like to find the root cause of the error which happens only in production server and not in any other server.

**Q.How to handle returnable packing material? what is the process involved in it?:**  Returnable packaging consists of materials that are stored at the customer location but which remain the property of your company. The customer is only required to pay you for the returnable packaging if he does not return it to you by a specified time. Ex: Coke Bottles, retailers have to return them to the factory. Item Category Group LEIH. and Treated as Special Stock. Pick up and issue will be available like consignment.

**Q.In order to make up a Sales Area which Organizational Elements will help?**  In Order to make Sales Area following Organizational elements Are required. 1 Sales Organization. 2 Distribution Channel. 3 Division.

**Q.What is the difference between condition type EK01 and EK02?**  EK01 IS A CALCLATED COST EK02 IS A ESTIMATED COST**Q.If we don’t give the horizon period in dynamic credit check what will happen?**  **1.**IT WILL work as STATIC OR SIMPLE CREDIT CHECK

1. AS YOU ARE NOT MAINTAINING THE CREDIT HORIZON FOR CHECKING PURPOSE SYSTEM WILL CONSIDER TODAY'S DATE AS DEFAULT.

**Q.Customer hierarchies use?**  customer hierarchies are use to show the tree structure of the customer in the company. it is used to give the discount based on the hierarchy. for rebate processing the customer hierarchies are used to give the exact discount.

**Q.What do you mean by POD(proof of delivery) what is the use of pod? What are the con figuration you done in your project?**  Proof of delivery is the confirmation, sent by the customer upon goods receipt. Company will raise the billing document based on that confirmation. They normally use an intermediate document with application link enabling. On the whole, It is done by an abapers.

**Q.What is BADI’s and Explain it ?**  Badis stands for Business Add Ings. and it is for enhancements in the application area. main use of it is Reusability, BADI’s are oops based. BADI’s can be used any number of times in a project.

**Q.Can we have different pricing procedure for sales order and invoice?**   **1.**yes , you can do it by assigning different doc pricing procedure for sales doc. eg. you can assign different Doc pricing procedure for OR, F2, accordingly different pricing procedure will be determined for both document. ( you will have to assign this DocPP in pricing procedure determination) **2.**Yes it is possible to have a PricProc in Billing different from that of SO. Since the PricProc determination takes place at invoice level also. Generally, the Sales area & CPP (Cust pricing Proc) indicator won't change, however the DPP (Document Pricing Procedure) can be different for the billing type than that of sales order type. enhance a different Pricing proc can be determined. However, in practice, people may not be doing this.

**Q.Different between inquiry and quotation?**   **1,**Inquiry is just a simple document showing some interest shown by the prospective customer on products and services offered by the company. Date and Price nothing is relevant here. **BUT quotation** is a legal agreement which is given/offered to the Customer. The company will agree to the customer, that company will charge a particular amount to a particular quantity of a particular product and this agreement is time limited and not valid after that time duration. 2.Quotation is legally binding offer from sales organization to a customer for providing goods and services under certain fixed conditions Quotation id valid for limited period only

**Q.What is the use of column CONDITION TYPE in Pricing procedure determination. Like sales area + customer. pp+ Doc. pp+ Pricing procedure+ CONDITION TYPE, without maintain condition type system get pricing procedure in sales order then what is the use of this column ?**  To be more clear, the condition type entered along with the pricing procedure determination would become a column in the line item of the sale order. so instead of going into the item data conditions screen and entering the value , you can straight away enter it in the line item

**Q.What is transfer order?**  An instruction to move materials from a source storage bin to a destination storage bin in a warehouse complex at a specified time. A transfer order consists of items that contain the quantity of the material to move and specifies the source and destination storage bins. A transfer order can be created based on a customer delivery, a transfer requirement, or a posting change notice. Source and destination storage bins can be in different warehouses. Application: This is the term of Warehouse Management (LE-WM) and linked into SD Module, where clients business run through Warehouse Related Transaction: VL01N LT03 LT09 VL02N

**Q.What are the fields in pricing procedure?**  There are 16 columns in pricing procedure 1. Step 2. Counter 3. Condition type 4. Description 5. From 6. To 7. Manual 8. Mandatory 9. Statistical 10.Print 11.Subtotal 12.Print 13.Alternative calculation type 14.Altenate condition base value 15.Account key 16.Accruals

**Q.What are the Standard output types in SD?**  Standard Output Types in SD are as under: 1. Sales Order Confirmation: BA00 2. Outbound Delivery Note: LD00 3. Billing Document: RD00 5. Cash Sales: RD03 6. Inquiry: AF00 7. Quotation: AN00 8. Contract: KO00 9. Picking List: EK00

**Q.What is Condition type?**  A condition type is one which describes that what is the purpose of that condition i.e. it represents a real time pricing like price, discount, freight or taxes condition types are used to define how the particular condition is going to perform. Condition types are linked to access sequence which in turn is linked to condition tables. Condition types are used wherever we use condition technique. Hence it is used in pricing, material determination, output control, etc.Some important condition types in pricing are pr00-pricing, kfoo-freight, k007-customer discount...

**Q.What is difference between delivery document & scheduling?**  Delivery doc is the actual delivery that we create in VL01N for the sales order. Delivery scheduling is the process by which system proposes the confirmed delivery date when a sales order is loaded. For eg consider that the customer has placed an order on 8th Sep & requested delivery RDD on 12th. Consider that you have maintained 2 days as transit time, 1 day as loading time & 1 day as pick pack time. Then the system initially carries backward scheduling from the RDD. So from 12th, it will calculate backwards. So your goods should leave your shipping point by 10th, loading should start by 9th, pick pack should start on 8th. System will see is material is available on 8th. If yes, then it will confirm the requested delivery date RDD. If not, system will check for the material availability date MAD. If MAD is on 10th, then system will do forward scheduling from 10th. So items can be picked by 11th, loading done on 12th & goods will reach customer on 14th (2 days transit). So confirmed delivery date is 14th. System will propose this date as delivery date in shipping view of sales order main screen. This process is called delivery scheduling.

Q**.What is Extract used in condition tech. in pricing?**   condition tech is the main backbone of pricing without condition there is no pricing Condition tables + access sequence + condition type + Pricing procedure = Condition technique

**Q.What is the difference between plant and storage location?**  - plant is place where Production/assembling of material is done as per PP-module, place where Storage/purchasing of material done as per MM-module and for sales plant is place where sales and service is provided. - Storage Location is a place allotted inside a plant for the purpose to maintain the stock. The same considered for all modules (PP, SD, & MM)

**Q.What is the purpose of sales document type?**  Sales documents is nothing but data container, and its a proof of transactions to simplify business process document categorized into 3 types :sales document, delivery document , billing document sales document :sales related data is going to be captured here to map different process transactions sap has categorized into 4 types. Presales order: inquiry, quotation (IN, QT) Standard order: OR, cash rush Customer outline agreement: Scheduling agreement-DS & contracts Customer complaints: credit, debit (G2, L2) The functions of sales document type are: It can determine whether the sales doc of that type is blocked or not, No. ranges for the documents, whether a reference doc is mandatory or not, whether it should read cus.material info record, whether the system should run credit checks and how it should respond etc.. A sales document type fulfills a requirement of a specific business transaction.. for example in a cash sale you would require the delivery to be happening immediately after the order and you would require a invoice slip to be handed over to the customer immediately after his purchase. These things are customized in your Cash sales(CS) document type.. SAP SD Interview Questions                 SAP SD Interview Questions and Answers

**Q.What is an integration point between SD AND MM?**  Link Between SAP SD, MM & FI The link between SD and MM :- 1. When you create sales order in SD, all the details of the items are copied from Material master of MM. 2. MRP and availability check related data is also taken from MM although you control this data in SD also. 3. While you create inbound/outbound delivery with reference to a sales order, the shipping point determination takes place with the help of the loading group, plant data, shipping conditions etc. This also refers to Material Master. 4. The material which you are entering in a sales order must be extended to the sales area of your sales order/customer otherwise you cannot transact with this material. There are many such links between SD and MM. Now the link between SD and FI :- 1. Whenever you create a delivery with reference to a sales order, goods movement takes place in the background. eg.In case of standard sales order, you create an outbound goods delivery to the customer. Here movement 601 takes place. This movement is configured in MM. Also, this movement hits some G/L account in FI. Every such movement of goods hits some G/L account. 2. The accounts posting in FI is done with reference to the billing documents (invoice, debit note, credit note etc) created in SD. Thus this is a link between SD and FI 3. Tax determination: In case of a tax determination also, there is a direct link between SD and MM . SD Integration points with other modules SD module is highly integrated with the other modules in SAP. Sales Order Integration Points Module Availability Check - MM Credit Check - FI Costing - CO/ MM Tax Determination - FI Transfer of Requirements - PP/ MM Delivery & Goods Issue Integration Points Module Availability Check - MM Credit Check - FI Reduces stock - MM Reduces Inventory $ - FI/ CO Requirement Eliminated - PP/ MM Billing - Integration Points Module Debit A/R - FI/ CO Credit Revenue - FI/ CO Updates G/L - FI/ CO (Tax, discounts, surcharges, etc.) Milestone Billing – PS Return Delivery & Credit Memo - Integration Points Module Increases Inventory - MM Updates G/ L - FI Credit Memo - FI Adjustment to A/R - FI Reduces Revenue – FI

**Q.What are MRP types?**  Material Requirement Planning is concept of planning for the demand, whether we need the material - to be planned internally - to be procured externally - to be planned in external system (ex APO - No planning - time based planning

**Q.What is use of customer group?**  Customer group is used for generating statistics and also used to give group pricing, and discounts etc...

**Q.What is the difference between incomplete order and backorder processing?**  Incomplete orders are the orders which have not maintained Completely as to full fill the business requirement to place the order ( as defined in incompletion proc by business). The backorder is the order in which has not confirmed in Full or not confirmed at a requested delivery date. (Certain delivery date)

**Q.Why does the customer master have different views?**  The main purpose of the customer views is for each dept to determine the roles effectively in customer GENERAL DATA- deals with all the details regarding the customer COMPANY CODE DATA- deals with financial aspects. SALES AREA DATA- deals with sales; billing; shipping details along with the partner determination

**Q.What is t-code for listing the blocked documents?**  VKM1 is for blocked document, VKM2 Released Doc.

**Q.What is batch split?**  If a material is managed in batches then you can carry out a batch split for every component. This means that if you Split a batch, you assign more than one batch to one Component. In this case, each batch is displayed as a Separate component in the component overview. Batch splits can only be triggered manually in the Production order. The following requirements must be met for batch splitting: (1)The material master record of the material must specify That the material is managed in batches. (2)Batches must exist for the material.

**Q.What is difference between SD account key and FI account key?**  Account key is created and provided by FI. Account key determines the G/L account to which the amount is to be posted. SD defines account key in pricing and FI uses it for posting taxes. To the maximum both are one and same to find the right G/L account through condition technique .SD Account key will be from Pricing procedure and the FI Account key is from the tax procedure. as far as my knowledge is concerned both the Key purpose is same. Acct keys are defined in FI only, SD people only use them, say in pricing. But ultimately they r used for posting the amounts to relevant GL accounts only

**Q.How is credit control determined?**  Credit control is determined in the combination COMPANY CODE + CUSTOMER RISK CATEGORY + CREDIT GROUP = CREDIT CONTROL AREA One Company code can be assigned too many credit control areas And multiple company codes are not assigned to one credit Control area.

**Q.What are the parameters in FD32?**  FD32 Maintains credit management records here we can give the amount of the customer WHAT IS HIS credit limit. U can see address of the customer, Central data, status and payment history of the customer.

**Q.What is the difference between routine and requirements?**  Requirements are used in different area of SD, for example requirement in pricing procedure, it restrict the access of the condition type. for example the rebate condition type bo01 has the requirement 24 it means that this condition type should appear in the billing document. Routine means the program written for the requirement.ie the logic written in the ABAP code.

**Q.What is condition supplement and why is it used?**   A condition supplement is a group of conditions that should be applied every time a certain condition is found. for Eg: If u define a material price, u will enter condition records for that material and the corresponding price. If u also want to give discount to that material every time the price is determined, u can enter the discount condition type as a condition supplement. So whenever the price is determined for the material, it will automatically includes the discount condition records.

**Q.What is the difference between milestone and periodic billing?**   Periodic: - full amount in each bill till contract period Milestone: - partial amount in each bill till full amount is billed. Milestone billing is a billing plan type where the customer have to pay the amount in parts within the billing date e.g. suppose the bill amount of the customer is 1000 usd, the customer can pay 200usd,300usd as mentioned on the Agreement whereas in periodic plan type the customer have to pay the amount in a regular periodic interval.i.e. The customer have to pay the 1000usd in 1 year then the amount payable by the customer is 1000/12.

**Q.What is the difference between Static and Dynamic Credit Check?**  They both are belong to automatic credit check The only difference is Dynamic contains a time/horizon/attach period .This time period used by the system where we specify time in months .EX: 2 months .System will use this period to take open orders, open deliveries etc. to get credit exposure .Within this attached time period not after this specified period, u have to do delivery after this horizon period say 3 months latter the delivery date so system will not calculate this date static check will carry out the open sales orders +open deliveries +open billing + open items, dynamic check= static check+ time horizon

**Q.What are the issues u have faced in integration testing?**   GL ACCOUNT CANNOT BE DETERMINED DURING INVOICING MOVEMENT TYPE NOT FOUND DURING DELIVERY STORAGE UNIT NOT FOUND IN THE BIN ERROR DURING TRANSFER ORDER CREATION FOR DELIVERY ROUTE NOT DETERMINED DURING DELIVERY TOR CANNOT BE DONE DURING DELIVERY ETC...

**Q.What is the difference between condition type EK01 and EK02?**  Ek01- the result of unit costing can be used as base for price (pr00) determination. Ek02- the result of unit costing simply taken as a statistical value

**Q.What is the Function of item category group?**  The item category group determines how a material is processed in the sales order. It defines, for example, that pricing does not take place for a free of charge item, such as a business gift; or that inventory management is not carried out for a service. When processing sales and distribution documents, the system uses the item category group to determine the item category. The system determines the item category based on the item category group of the material and the current business transaction, and proposes it in the respective document. hen creating the material types non-stock material and services, DIEN is proposed in both cases for the item category group, because the order processing for both material types is identical: for example, pricing is carried out for both, but no availability check.

**Q.What is pricing procedure?**  A pricing procedure is a procedure by where in which you control the execution of condition types in a sequence you would like . It not only executes the condition types but als0 controls the execution of condition type by the use of requirements , altcv. altcbv, account key. Pricing procedure is a systematic and sequential use of condition types to arrive at a right value of the product.To determine the pricing procedure SALES AREA (Sales Organization + Distribution Channel +Division) + CUSTOMER PRICING PROCEDURE + DOCUMENT PRICING PROCEDURE

**Q.What is condition exclusion?**   If we set an exclusion indicator in the definition of condition type during sales document processing the system ignores the other condition type which exits below that in the pricing procedure and which have same requirement.

**Q.Which delivery document type for STO process?**  For intracompany STO the delivery doc type is NL(i.e. within the one company code)& for intercompany STO the delivery type is NLCC.

**Q.What is difference between the header level condition and item level condition?**  Header level conditions are for the whole document, while item level condition is for the particular item only. header conditions do not have access sequences and condition records, too.

**Q.What is the link between credit management and subtotals?**   There is the link between credit management and subtotals. The reason why, Business grant credit to the customer. so all the credit amounts of customer must stored in corresponding tables in our sap system. so that In Pricing procedure for the condition type Net value we assign A In the field Subtotal. the table for credits is komp-cmpre

**Q.What is Delivery group and what is its purpose?**  delivery group is grouping of all sub item to be delivery at one time. mostly used in bill of materials.

**Q.What is main purpose of maintaining the master data?**   IN SAP we can call these are master data like: 1. Customer master data 2. Material master data 3. Customer material Information record 4. When we are maintaining condition records like pricing Condition record, rebate condition record. THE main purpose of maintaining the master data is that when we will create any documents in sales like sales document, the data regarding customer is coming from customer master and the data regarding material is coming from material master, and for example in the sales order the delivery plant is coming from CMIR,OR CUSTOMER MASTER OR,MATERIAL MASTER ,like this...

**Q.What is line item?**  There are 3 levels in a sales document i.e. header level, item level and schedule line. Line item falls in the Item Level. 1)Line Item relates to material details or the item details such as item number, name of material, quantity etc. 2)The item category of the item which is determined by the system (by combination of Item Category Group from Material Master, Sales Document Type, Usage and higher level item category)is copied at Item Level of the sales documents. 3)Line Item contains the value and quantity also which are not normally found at Header Level. 4)Examples of Line items are : Material, Order Quantity, Material Group, Plant, Shipping Point, Route, Customer Material, Sales Unit, price/discount/tax/freight per unit, etc. 5)Examples of Header data will make Line Item more clear : Sold-to Party, Pricing date, Document currency, Price group, Customer Group, Incoterms, Payment terms, Purchase Order Number etc.

**Q.What is value SAP?**  ASAP methodology is a methodology for component-based implementation projects. Value SAP methodology is a methodology for evaluation, implementation and continuous business improvement. Solution Manager is a natural extension of Accelerated SAP and Value SAP methodology. SAP SM is mandatory for all Business Suite 2005 and beyond.

**Q.What happens when you overrate the customer**?  You can opt for any of the following 3 : 1)credit the customer for the amount of short-charged invoice by creating a Credit Memo Request with reference to the previous invoice and create a new sales order with correct rate 2)you can make a Credit Memo Request for the overcharged amount and make a Credit Note Billing Document to give credit for the difference amount 3)you may make an Invoice Correction Request.

**Q.What are the functions performed in a support client?**  The main function is resolving the day to day issues sent by the client. some times enhancements also.And also read the detailed ticket issues

**Q.What is the access sequence for header conditions?**   For header conditions, no access sequence will be there. the values for header conditions should be entered manually during sales order processing. access sequence is a search strategy which finds the right condition record from the condition table.

**Q.What are the highest organizational units in SD, MM, PP and FICO?**   SD----sales organization MM----plant PP----plant FICO-----company code

**Q.What is the functionality of negative posting in billing document?**  Reverse and adjustment postings can also be marked as negative postings. Negative postings are used to reduce the transaction figures in G/L, customer, and vendor accounts. This allows you to give the transaction figures (following the reversal) the status they would have had without posting the reversed document and its reversal document. This type of reversal is called a negative posting. Its nothing but an adjustment. Lets say you have creates a bill of 10 bucks and latter you realize its not correct and the billing amount should be 8 bucks. To change the billing amount you have to create a negative bill worth -2 bucks. Its a negative bill or in other words its an adjustment of credit type. Similarly debit type adjustments are also there.

**Q.What is mean of Rebate processing?**  Rebate is nothing but a special discount which is given on to specific customer on certain sales volume with in specific period of time. Rebate may given on a specific customer, if he do the targeted business within the validity periods, A rebate is a discount which is granted subsequently to a rebate recipient on the basis of defined sales volume within certain period. There are three processes on rebate. 1:- Configuring Rebate 2:- Setting of rebate agreements 3:- managing rebate agreement & payments But before the processing the rebate you need to activate the following fields :- in Payer master record :- Sales organization :- Billing document type. You have following rebate agreement types for your customer. 1:- Material rebate 2:- customer rebate 3:- customer Hierarchy rebate 4:- Material group rebate 5:- Independent of sales volume.

**Q.How is shipping point determined?**  shipping conditions + loading group + Delivery plant = Shipping point

**Q.What is the client specific data?**  Client specific data refer to the data that can be accesses only when we log in to that Client Client specific data: a) Business data--Master data of business partners, products, pricing etc b) Transaction data: Sales orders, delivery, billing documents etc c) Customization data: All the IMG activities that are saved with Customizing request number form the client specific data

**Q.What is ABAP debugging?**  Finding the errors in ABAP program and rectifying the error at run time is done using ABAP debugging. The ABAP debugger is the development workbench tool, which allows you stop a program during its execution when a particular condition is met.

**Q.How subtotal in pp is related to credit limit?**  subtotal field(A) in the pp contains the total value and this value is checked with the credit limit of the customer.

**Q.What is the difference between discount and rebate?**  Rebate: an incentive to be given to a customer. clubbed with qty purchased by a customer within the period specified (say one month)-conditional. Discount doesn’t depends upon the turnover it is fixed. and can only differ from customer to customer

**Q.What will you do in blue print stage?**  Business Blue print is a detailed documentation of the requirements gathered from client. it represents the business process requirements of the company. It is an agreed statement of how the company intends to run its business within SAP system.

**Q.What is cut over strategy?**  Cutover strategy or cutover plan is the activity done in ASAP methodology, while transferring the data from the legacy system to the sap system. At this point of time the billing will be stopped, all the open orders, contracts, pricing data will be transferred as per the cutover plan which is provided by the implementation partner. Whatever you want to do on the system u need to do before or after this activity.

**Q.What is the relation between PGI and TOR?**  Depending up on TOR PGI takes place let me explain how it takes place when a requirement comes this is been transferred to MRP through TOR. Depending up on the availability of the material transfer of order takes place in which the requirement sits in the storage location from there picking and packing process takes place and finally PGI activity takes place. In general IN GENERAL TERMENOLOGY TOR IS THE ACTIVITY WHICH TAKES PLACE BEFORE CREATING A DELIVERY DOCUMENT AND PGI PROCESS TAKES PLACE AFTER CREATING A DELIVERY DOCUMENT.

**Q.How is route determined?**  Determination of the route is dependent on the following factors: (1)Departure Country and departure zone-it gets determined from shipping point. (2)Shipping Condition:-it is determined from sales doc. type or from SP (Customer master). (3)Transportation Group:- it is determined from Material master. (4) transportation Zone:- ship -to -party. (5)Receiving country. (6)Weight group (optional).

**Q.What is consumption based planning?**  Consumption-based planning is based on past consumption-values, statistical procedures for future requirements. It’s to avoid the shortfall in requirement determined from reorder point or forecast requirement. Difference between MRP and Consumption-based planning, MRP Planning based on gross requirement through the Bill of Materials, Consumption-based planning based on past consumption-values.

**Q.What is the relation ship between sales organization and plants?**  (1)Sales Organization--> Plant Sales Organization is assigned to plant in combination with Distribution Channel. Relation: Many-Many. (2) sales Organization--> Company Code. Many-One. (3) Plant-->Company Code. Many-One.

**Q.what does Item Category Control?**  An item category controls the overall behavior of an item. It determines whether the item is relevant for pricing or not, whether it is relevant for delivery or not, whether it is relevant for billing or not. It also determines whether it is a free item, text item and it also help to determine the sales document type.

**Q.What is Returnable packaging processing means?**  IT is used in the process where by the business sells items to the customer. These items are packed into shipping units such as boxes and crates .Then the customer can keep the boxes and crates upto a certain period of time and then must return the item .Should the customer not have return the shipping units within specified date or have been destroyed ,then business may bill the customer for damaged goods . The stock we deliver as special packaging materials .We kept at customer site .It can viewed in "MMBE"with indicator "V" . Item category group is "VERP" . General item category is "LEIH". "LAN" for returnable packaging pick up-(LA) "LNN" for returnable packaging issue-(LN) Material group =00804 "TAL" -item category for returnable packaging

**Q.What is IMG?**  1. Step by Step plan for implementing the SAP modules. 2. Procedures that have to be performed before a certain configuration can be made. 3. Documenting the SAP R/3 configuration methodology along with the reasons for configurations. 4. It forms the crux of business transactions in an SAP implementation, and how each one of the steps in various modules have been configured. 5. Finally, all configurations and their releases for a particular SAP R/3 implementation can be checked through the SAP IMG.

**Q.What is Backorder processing?**  Backorder processing is functionality in SAP where you can change the commitments and over-ride the blockage of stocks marked against sales documents/deliveries. For e.g. you receive an order from a very important customer for material "A" but the entire quantity of A is committed to another customer "B" via earlier sales orders and this is where BACKORDER processing helps you to change the commitment and shift stock due for B to A. This is the benefit of this functionality. T.C.: V\_RA - Backorder Processing

**Q.What are the influencing factors for account determination?**   sales amount which is in sales order will be posted into some accounts. eg: sales price should be posted into revenues account in the same way sales discount should be posted into deduction account , other amount will post into some other account for this purpose we maintain account determination. coming to the question's answer, influencing factors for account determination is , chart of accounts,( FI consultant will tell that chart of accounts which is used for that company code) sales organization, distribution channel, account assignment group for customer ( which is in customer master data, sales area tab page, billing view )account assignment group for material ( which is in material master record, sales organization 1 view ( not sure plz check) account key which is assigned in pricing procedure G/L account number ( FI consultant will give this number)

**Q.What are dependencies in variant configuration?**   Dependencies establish relationship between characteristics and values of different characteristics. It is required to get the pricing to the sales order through Procedure(dependency), to get the BOM component selected for the material with quantity and to have the routing time for each component. There are 5-types of dependencies... a.Precondition ...to hide characteristics and its values b.Selection condition....to select a characteristics or values c.Procedure..to Infer value for a characteristics d.Action...to infer value for a characteristics but obsolete. e.Constraint...to have a consistency value flow to configuration , it has to attach to configuration through dependency net....

**Q.What is Extract used in condition tech. in pricing?**   Condition technique used condition table, condition type, access sequence, pricing procedure to determine pricing information.

**Q.What is the use of pricing date in condition type?**  Pricing date is the date in which the condition records are accessed. For e.g.: lets say you have the price of the material as 1000Rs till Mar 2008 as per the validity period of condition record and from April the same price of the material is 2000Rs as per the validity period of the condition record. Now your pricing date in the Sales doc determines as which price should be taken into account. Hope you are clear now.

**Q.What is the link/control between sales and distribution and quality?**  When a complaint is executed. Say, a faulty material is returned back to plant from the customer/consignee. The material is taken in to the blocked stock, where by the quality link is involved. It's the responsibility of the quality department to check the complaint and approve. That's the reason we have billing block before issuing credit note/memo to the customer.

**Q.How is access seq. controlled?**  An access sequence (search strategy) is defined for each condition type (except header and manual condition type) in pricing procedure. 1. Each access performed during pricing procedure, the access sequence is made using condition table. 2. Access sequence is a search key for condition record, which made up of key fields. 3. Access sequence searches the condition records from most specific to the most general. Example: Suppose you create a sale order for material M-10 for Customer 1500. and you had maintained the condition records for that material 100 INR for per material. and you also maintained the condition record for Customer1500/Material M-10 also i.e. for that particular material and for that customer the Material price is 90 INR. In that condition the system pick the material price as 90 INR and reject the material discount as 100INR.

**Q.What is business item?**  In item category, Business item specifies whether the business data at the item level is allow to differ from business data in the document header during the sales document processing. business data means sales data + shipping data + Billing data If you configure (Check box active) the Business item in the Item category, system should not allow to change the Incoterms in the sales order

**Q.What is Lump sum payment?**  Lump sum payment is a general term. It has no different meaning in the sap. Exact meaning of lump sum is full payment. Q.what are the Steps in consignment processing?   In consignment process, we have 4 stages. First phase, company fill the goods at customer site, still it is the property of company, is called as Consignment fill up,(CF) When the customer consumes the material company issues the invoice is called as consignment issue (CI) If the customer finds that he got any material defective he returns is called as consignment return (CR) When customer requests the company to take back the material which is not sold by the consumer, the company will pick this stock from the customer site is known as consignment pick up (cp)

**Q.What is the purpose of creating user exits?**   A user exit is a place in a software program where a customer can arrange for their own tailor-made program to be called. SAP creates user exits for specific programs, screens, and menus within standard R/3 applications.These exits do not contain any functionality. Instead, the customer exits act as hooks. You can hang your own add-on functionality onto these hooks

**Q.What is the difference between VK11 & VK31**  Tcode vk11 used for individual Maintenance of condition record and Tcode vk31 used for mass Maintenance of condition record

**Q.What basic questions do they ask relating to order management?**  Basic questions related to order management 1. In sale order what fields are mandatory We can change them as per our requirement by going into account groups and then fields 2. When u raise a sale order what field get filled by default? 3. when you save a sale order what’s the background process which takes place?

**Q.How is storage location determined?**   Determination of storage location depends upon the rule mentioned in the delivery type. There are basically three rules for determining storage location, out of which we basically use MALA rule:- MALA Rule:- (1)Shipping point. (2)Plant. (3)Storage Condition. Other rules are MARE and RETA ,which are used for trade scenarios.

**Q.What is the difference between ATP check and availability check?**  ATP is know as available to promise quantities and it is Calculated as below. Ware house stock + planned receipts - Planned issues = ATP quantities. Ex1. 100 + 50 -75 = 75 is ATP Quantity Any remaining open quantity in the movement is regarded as the ATP quantity and can be used to fulfill the next Requirement. Ex2. 25 + 100 -150 = -25 ATP Quantity, In this case the system try to capture the stock from other inward movement and try and match the order quantity 150.and even this is not available and partially met then the system shows the negative ATP Quantities in the requirement line. During the availability check the system determines the ATP quantities for the material and the plant. The system behaves in performing the availability check based on how the availability check is set in customizing. This can be viewed in the sales order, over view screen procurement and you can see the confirmed quantity and ATP Quantity. Availability check: Stock checks which is automatically carried out after every goods movement and which should prevent the book inventory balance of physical stock (for example, available stock) from reaching zero. types of Availability checks 1. Against ATP 2. Against product allocation 3. Against planning. Availability check is based on checking group, Requirement class, and Requirement type and schedule line category.

**Q.What will do in realization?**  Realization phase in which the system is configured ,knowledge transfer occurs ,extensive unit testing is completed, and data mapping and data requirements for migration are defined . The purpose of this phase is to implement the business process requirements based on business blueprint. The system configuration methodology is provided in two work packages :baseline(major scope) and final configuration (remaining scope).Other main focal area of this phase are conducting integration tests and drawing up end user documentation.

**Q.What is the importance of release status and dynamic field?**  The importance of release status in release procedures is to create the condition records purely for the planning purpose. for further clarification see release procedures in pricing. The Dynamic field check is to determine the customer-specific fields, even the text fields.

**Q.What is the parent and child relationship?**  when after we r creating the IDOC type it will show screen, there we can create the segments by right click. then one pop up window will display like which segment(Ex: SEG1) u need to add to the IDOC then add the one more segment(Ex:SEG2) to the IDOC . while add SEg2 to the IDOC , pop up will display like segment name which u can add and there is the options like under which segment u need to create the segment here u can select SEG1. now SEG1 ----> parent segment SEG2 ----> child to the SEG1

**Q.How to configure partial deliveries?**  we have to mark for partial delivery either in customer master or  In customer-material info.

**Q.What is ABAP query?**   ABAP/4 Query is a powerful tool to generate simple reports without any coding. ABAP/4 Query can generate the following 3 simple reports: Basic List: It is the simple reports. Statistics: Reports with statistical functions like average, Percentages. Ranked Lists: For analytical reports. – For creating a ABAP/4 Query, programmer has to create user group and a functional group. Functional group can be created using with or without logical database table. Finally, assign user group to functional group. Finally, create a query on the functional group generated.

**Q.How is step and counter differentiated?**   Step Number is used to specify the sequential order for condition types. Counter is used when two or more Condition Types required the same Step Number. Ex : Step No. Counter C.Type 10 5 KOFI 10 10 KOFK step is sequential order of a condition type. counter is nothing but sub sequential number of a condition  type.

**Q.What are the effects of PGI?**  the ownership of goods will be transferred with post goods issue and it updates the stock quantity in warehouse decreases the volume of stock and increase the goods sold.and also updates the postings to G.L.A/C

**Q.What is condition supplement and why is it used?**  What are the Techniques in delivery scheduling? Backward scheduling & Forward Scheduling Backward scheduling: System calculates material availability date based on the Requested delivery date. If the material is not available on that date the system calculates the earliest possible delivery date based on the material available date. Forward Scheduling

**Q.What is Replenishment lead time?**  RLT=The time taken by the material to be replenished For trading goods: ------------------ RLT=plant delivery time+goods reciept processing time For finished goods: ------------------- RLT=Inhouse production time

**Q.Where is shipping conditions stored?**  Shipping conditions are maintained in two places one is in customer master record under sales tab page in shipping screen and another is in sale document type. If u maintain in sale document type it over writes the value maintained in customer-material info.

**Q.What is material determination?**  This is setup when business requires swapping of one material by the other material in a sales document. Example - When a product is under engineering change or there is a bug and you have another product, which is acceptable as replacement, then material determination can be used to set this scenario. Old product can be replaced by new product as per the launch date of the product. Material determination is also called as “Product selection” \*It uses condition technique for material \*Material determination procedure is based on the sales document type. With condition technique, criteria can be defined and condition records can be maintained. \*Standard material determination procedure for order type OR is A00001. \*Standard material determination condition type is A001 \*With standard setup, condition record for swap materials is maintained for “material entered”. It means in standard SAP, material determination is triggered when material is entered in the sales order. \*Additional criteria can be added by customizing condition type A001. \*Material condition records are maintained in the main transaction menu in master data Swapping can be based on certain business conditions. These are called as Substitution reasons. For each substitution reason, you can define substitution strategy. \*Substitution strategy controls \*System will automatically replace product as per material determination record after carrying out availability check or can give list of substitute products for users to check and select or replace material without availability check. It can also control whether both substituted and substitute material can be displayed in the sales order or only substitute material is to be displayed in the sales order. \*It controls printing of substituted or substitute material on output types like order confirmations. \*In delivery, no material determination is carried out for items copied from the order. \*Material determination in a delivery is carried out for new items if material determination has been activated for the corresponding sales document type

**Q.What is the central organizational element in purchasing?**  Purchasing Organization.

**Q.How is plant determined?**   System searches for the plant in the following manner:- (1) first it searches for a plant from CMIR(customer-material info record). (2)If it is not found there then it will search for a plant in Customer master record of ship-to-party. (3)If still it could not be found then it will check in material master in Sales general/Plant view. in this sequence the plant is determined.

**Q.What is difference between listing and exclusion?**  1. Listing is nothing but whatever material u assign to particular customer, then he can access those materials .But exclusion is nothing but excluding the Particular material to the customer, then customer cannot access those materials. For example-In pharmaceutical company, customer sometimes the customer may not have a license to sell certain product, then we can use this function. 2.Listing is suppose for a certain or group of customers u can assign materials only those can access. Exclusion is suppose u don’t want that certain materials certain customer should not access .So the particular customer can not purchase the same . Always exclusion is having higher priority than listing. In exclusion the system refuses the entered materials if it is maintained in exclusion record for specific customer but in case of material listing it accepts only allowed material which we maintained in listing record for specific customer .

**Q.How revenue account is determined?**   Revenue a/c is determination : 1. Application 2. Chart of accounts 3. Sales Org 4. Condition type 5. Account assignment group from customer 6. Account assignment group from material 7. Account key

**Q.When will you combine deliveries into one invoice?**  we will combine multiple deliveries into one invoice, when the bill to party , payment terms and billing date is same. And also when billing date, that means billing is done only once in a month for that particular customer, then you combine all deliveries of that month create invoice

**MINDMAJIX**

**1. What is SAP SD?** SAP SD Stands for *Sales and distribution*. It is one of the primary modules developed by SAP to manage the shipping, billing, selling, and transportation of their products. This module stores the consumer and product data of the customer of a company. SAP uses these details to make better choices and maintain a good relationship with the customer and the company/organization. SAP SD when combined with other modules like MM (material management), PP (production planning) can bring much better results very quickly

**2. What is the primary function of sap?**SAP (System Application Product) is one of the top ERP ( Enterprise Resource Planning) software that is being used in many large enterprises to run smoothly and to grow in the business and services.

**3. What are the areas we use sap?**SAP was initially developed by a few IBM employees to resolve the problems arising in a software application. After some time, SAP came up with application software, i.e., SAP R/3 where R means real-time data processing and 3 represents Application, Presentation, and database leaders.

Eventually, it gained popularity among many huge enterprises which resulted in adding so many other SAP modules to cover certain areas in a business. A few of those modules are Finance and accounting, controlling, production and planning, materials management, etc.

**4. Name the key components in SAP SD?**The key components in the SAP Sales and Distribution module are −

* Customer and Vendor Master Data
* Contract Handling and Management
* Transportation of products
* Shipping of Material
* Credit Management
* Information System
* Sales Activities
* Billing-related
* Foreign Trade
* Sales Support

**5. Explain organizational structure in SAP SD?** There are many components in SAP sales and distribution like sales areas, distribution channel, divisions, sales office, sales group. And it follows two main steps which go as follows:

* To create organization elements in the SAP system
* And to link each element according to the requirement.

**6. Describe material management in the SAP ERP system?** Material management is also one of the key modules in SAP ERP systems, which is interlinked with other modules of SAP R/3. Its primary operations are to keep a record and monitor day-to-day business operations and requirements in the inventory. All these SAP modules are interrelated with each other.

**7. How is material management associated with SAP SD?** There are so many links between SAP SD and SAP MM. For example, Material Management(MM) is required to create inbound and outbound updates for sales and distribution. Similarly, price details and the availability of the product are taken from MM but are controlled by the sales and distribution module. Orders placed by the customers should be extended to the sales area in an organization, or else it gets difficult or impossible to transact with the material. This shows that these modules are interconnected to each other and all the other modules are interrelated.

**8. What are sap sd modules?** SAP SD (Sales and Distribution) is one of the essential modules in SAP REP. It contains all the data and information about their customers and services. It deals with shipping, selling, and transportation of goods and services of the organization. There are many sub-modules of SAP SD.

**9. Name the sub-modules of SAP SD?** The business processes in an organization that is related to SAP SD goes as follows:

* 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)

**10. Explain about sales support?** Sales support is one of the major components of SAP SD. It is also called CAS (Copter Aided Selling). The main purpose of this module is to help companies and organizations to build new sales, tracking of old and existing sales, and keep a record of the performance as well. This module will help these organizations to look up the work progress and make changes in the procedures if necessary. It even helps to attain the list of interested customers which you can connect through emails, which will ultimately help in the business.

**11. What are the main functions of sales order processing?** The wholesale side of an organization is the primary area of focus in the sales order. Its primary functions are :

* Checking the availability of the purchased articles.
* e-Transfer of documents and printing them.
* Checking for incomplete data.
* Checking the status updates of sales transactions.
* Scheduling goods delivery dates.
* Calculation of prices and taxes.

**12. Name the type of sales order (modules) related to SD?** Transfer of Requirements

* Tax Determination
* Availability Check
* Sales Order
* Link Points
* Credit Check
* Costing

**13. What is the sales area in SAP SD?** The sales area in SAP SD is the combination of sales organizations, distribution channels, and divisions. It will help us determine what marketing strategy has been adopted by one particular division for improving sales.

**14. What is the distribution channel in SAP SD?** This channel consists of information and details of the distributed products. This means it keeps the log of all the products and services provided by an organization to its users.

**15. Explain division in SAP SD?** The division is a structure that shows the product and service lines of a product in an organization.

**16. What is a partner function?** There are many actions that happen in a company or an organization and sap sd count of all the steps through partner functions. This function allows the organizations to keep a record of performance and which partner is linked up to one particular customer, and keeps the details of the people with whom the business process is carried out.

**17. List the types of partner functions in SAP SD?** There are several partner functions based upon the types of partners and they go as follows:

* Partner Type
* Partner Function
* Vendor
* Forwarding agent
* Customer
* Selling
* Shipping
* Billing
* Human resource
* Responsible for employees
* Sales personnel

**18. Explain sales activity in an SAP SD?** A lot of activities happen in SAP SD, and sales activity is one among them. Sales activities are those tasks the sales personnel undertake to improve sales.

**19. Name and describe types of pre-sales activities?** Sales activities are classified into two types:

**Pre-sales activity:** These are the activities that occur before the sales of the products to customers, like quotations and inquiries from the vendors.

**Post-sales activity:** These are the activities that occur after the transactions have been completed. These activities include relationship management and support.

**20. List some of the general data control elements?** Data control elements are used to determine different types of item categories. You can also take chances in the existing item categories or create new ones. Some of the general data control elements are:

* What outputs are acceptable for business transactions
* What is the size of a complete product?
* Check if the pricing has to be carried out for an item or not.
* Check if the item is suitable for shipping and billing.

**21. What is an outline agreement?** A long-term purchasing agreement signed with a vendor is called an online deal or agreement. The terms and conditions are written in the agreement stating the materials that are supplied by the vendors. there are two types of outline agreements under SAP SD:

* Contract
* Scheduling agreement.

**22. What is a contract in outline agreement?** The customer (ordering parties) and vendor signup contracts for a certain period of time. There are two types of contracts one is quantity contracts, and the other is value contract.

**23. Describe the process to create a 'scheduling agreement?** It is an external agreement, and it applies to customers. These agreements basically contain details of the products, delivery dates, and services.

**24. Describe, what are the types of contracts?** There are two types of contracts, and they go as follows:

**Value contracts:** In a value contract, the vendor has to pay the value, and the value is written accordingly

**Quantity contracts:** On the other hand, in a quality contract, a vendor has to write the terms of the contract according to the quantity of the material being supplied.

**25. What are schedule line categories?** All the items are divided into schedule lines in a sales document. These scheduled lines are assigned to multiple control elements. These schedule lines contain all the details like delivery dates, quantity, availability in inventory, etc. on the item with scheduled lines are copied to **SAP System**.

**26. What are the schedule line categories in different sales documents?**Scheduled lines are categorized according to the sales document type and item category. All these control elements that are related to general data and shipping are used to categorize schedule lines.

**27. What do you mean by copy control?** Copy control is a process where all the important data like transactions in sales are copied from one document to another. An SAP System consists of copy routines. These routines keep a record of how the systems copy data from the source to the target documents. This information will help create additional routines that will meet the business requirements.

**28. How do copy controls work in SAP systems?** Copy controls have three different levels in a sales order which goes as follows:

**Header level:** It is used when the system copies the data from the header source document to the target header document.

**Item level:** This is used to find out the status of the line item.

**Schedule line level:** This is only relevant when copying of sales orders is done from the billing document.

**29. How is pricing done in SAP SD?** Pricing is used to determine the prices of external vendors or customers. There are some set of conditions when the price is being calculated.

**30. What is manual pricing?** During the sales order process, we can also perform manual pricing by manipulating the prices of the items as well as header level. Manual processing is dependent on individual condition types to determine the price. Activities which you can perform goes as follows:

* Entering additional pricing elements
* Deleting the pricing element.
* Changing a condition

**31. What is the condition table and record?** A combination of keys is required to identify an individual condition record; this is called a condition table. A system stores data in a specific condition also called a condition record.

**32. What is the access sequence?** Access sequence is a search procedure that is used to find data for one particular type. We can determine the system search order path to retrieve the data. Access sequence consists of one or more access sequences, which is used to search until it finds the valid record relevant to the conditions.

**33. What is pricing by item category?** Not all the items are necessarily suitable for pricing. If an item is not relevant for pricing, then those lines are kept empty/blank. Therefore the item category is used in determining the prices of the items.

**34. Name the pricing and types?** The system depends on various predefined price types to determine the price of the material. It is also referred to as gross price. These types of costs in a system are:

* Material price
* Price list type
* Customer-specific price.

**35. Explain SAP SD Product proposals** Proposing a new product is always an excellent strategy to improve the sales performance of any organization. The products recommended might be cheaper, expensive, or similar to the products that are requested by the customer.

Automatic product proposal is one power tool that the system uses to market products online. They are capable of matching their market requirement. SAP CRM module is very helpful as it consists of data to make such types of proposals.

**36. What are the features that the project proposal supports?** Product proposal supports features like :

Cross-selling is the relationship between different products. Its rules suggest leading products and sub associated products, Up-selling and down-selling,

Top N product list, Proposing accessories, Generating product proposals with respect to specific promotions.

**37. Explain the types of sales orders.** In the SAP system, different transactions define different sales document types. Business transactions are grouped into sales documents in various categories which goes as follows:

Inquiries and quotations

* Sales orders
* Outline agreement
* Post-sales documents.

**38. What is the quota arrangement?** Different materials are used to produce a product, and we get those materials from various vendors. A quota arrangement is where a quota is assigned to each supply source. Usually, the one who drops the lowest quota rating will represent the product production.

**39. What do you mean by the special business process in SAP SD?** SAP SD module has the capability to create a special business process like customizing the products and get products manufactured personally, apart from the normal sales order.

**40. Explain consignments processing.** Consignments are also known as products that are owned by the company that is located at the client's location.

**41. Explain shipping in SAP SD.** Shipping is an important activity that comes under the logistics chain and ensures customer service and distribution of goods. It is used to do outbound delivery and other activities like picking, packing of the goods.

**42. What is picking, packing, and posting a good issue in delivery processing?** All these procedures are done in the SAP warehouse management system. All these procedures are done strategically. With all the data in the systems, the SAP SD uses to find the best way to handle the goods and avoid disturbance. There are two types of packing; manual and automatic. There are three types of picking; picking them individually, as per defined intervals, or self pick-up.

**43. How is credit management done in SAP SD?**

SAP SD has to have a record of the goods sold and the money collected. This is the next step after the sales have been made. The key features of credit management are:

* Simple credit check.
* Automatic credit check.

**44. What is mapping an enterprise structure in SAP SD?**An enterprise structure represents the structure of business in the real world. Requirements like the client, distribution channel, company code location, etc. can define various organizational units.