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## SAP SD Course Curriculum

### Module 1: Introduction to SAP & SAP SD

- Overview of SAP ERP
- SAP ECC vs S/4HANA
- Introduction to SAP Sales & Distribution (SD)
- Integration of SD with other modules (MM, FI, PP, WM)
- Enterprise structure in SAP (client, company code, sales org, distribution channel, division)

### Module 2: Sales Organization Setup

- Creating Sales Organization
- Creating Distribution Channel
- Creating Division
- Creating Sales Offices
- Creating Sales Group

### Module 3: Assigning of Organizational Units

- Assigning Sales Organization with Company code
- Assigning Distribution Channel to Sales Organization
- Assigning Division to Sales Organization
- Creating a Sales Area
- Assigning Sales Office and Sales Group

### Module 4: Creating Master Data

- Introduction to Master data
- Preparing the system for Master Data Creation
- Creating Common Distribution Channel
- Creating Common Division Customer Master Data - Introduction
- Creating Customer Master Material Master Data - Introduction
- Creating Material Master
- Posting Stocks for Material
- Stock Overview
- Condition Master Data - Introduction of Creating Condition Master

### Module 5: Sales Order Creation

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- Definition and Prerequisites
- Preparing the system Combining Organization Units
- Sales Order Creation
- Assigning Sales Document to Sales Area

## Module 6: Understanding the Sales Order

- Viewing Header Details
- Viewing Item Details
- Viewing Schedule Lines

## Module 7: Plant, Shipping Point and Route Determination

- Plant determination
- Shipping Point determination
- Route determination

## Module 8: Sales Document, Item Categories & Schedule Line Categories

- Understanding Sales document: Its Design and Controls
- Defining a Sales order type
- Determination of Item categories and Schedule line categories.
- Defining Item categories
- Assigning Item categories
- Defining Schedule line categories
- Assigning Schedule lines

## Module 9: The Sales Cycle

## Module 10: Creating Delivery

- Creating Delivery
- Performing Picking
- Completing Post Goods Issue (PGI)

## Module 11: Creating Billing

- Billing Document Creation

## Module 12: Pricing

- Introduction to Pricing
- Condition Technique and its functionality
- Creating Condition Types



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- Creating Condition Tables
- Creating Access Sequences
- Assigning the Pricing Procedure
- Creating Condition Records

### Module 13: Material Determination

- Introduction – Purpose & Usage scenarios Using Condition Technique
- Defining Material Determination Procedure
- Assigning the Procedure to Sales Document
- Defining a Substitution reason
- Creating condition Record
- Assigning the Procedure to Sales Document
- Defining a Substitution reason
- Creating condition Record

### Module 14: Listing and Execution

- Introduction – Purpose and Usage scenarios
- Condition technique and procedure
- Assigning Condition procedure to Sales Document type
- Creating Listing and Exclusion records

### Module 15: Text Determination

- Create Text Object
- Define and Assign Text Determination Procedure Text determination @ Sales Header level
- Defining Access Sequence and assigning it to the Text type

### Module 16: Partner Determination

- Creating Partner Functions
- Creating Partner Determination procedures
- Assigning the Partner Determination procedure to Account group

### Module 17: Bills of Materials

- Introduction and design of Bill of Materials
- Assigning Item categories
- Creating BOM
- Creating a Standard order to check BOM

### Module 18: Cash Sales & Rush Orders



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- Introduction to Cash sales
- Understanding Cash Sales order type
- Creating Cash Sales order
- Output in Cash sales order Rush orders Process
- Creating a Rush Order

### Module 19: Consignment Sales

- The Consignment sales process
- Consignment Fill-up
- Creating Consignment Fill-up
- Creating delivery for Consignment Fill-up
- Viewing the stocks
- Consignment Issue
- Creating Consignment Issue
- Creating Delivery for Consignment issue
- Checking the stock level
- Creating Billing Document Consignment Pickup
- Creating Consignment Pickup
- Creating Delivery for Consignment Pickup
- Consignment return
- Creating Consignment return
- Creating Delivery for Consignment return

### Module 20: Output & Reports

- Output determination (Print, EDI, IDoc, Email)
- Standard SD reports (Sales info system, billing reports)
- Analytical tools (SAP Query, LIS)

### Module 21: Integration & Advanced Topics

- SD-MM integration (procurement impact on sales)
- SD-FI integration (pricing, taxes, billing to FI)
- SD-PP integration (make-to-order)
- SAP S/4HANA SD differences from ECC (Fiori apps, simplified data model)

### Module 22: Real time Scenarios & Projects

- End-to-End Sales Cycle in SAP
- Order-to-Cash (OTC) business process
- Configuration and testing in a sandbox system
- Mini project: Configure an end-to-end business scenario