

SAP SD Course

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: Enterprise Structure & Master Data

- Creation of organizational elements (Sales Org, Dist. Channel, Divisions)
- Assignment of enterprise structure in SD
- Master Data overview:
 - Customer Master
 - Material Master
 - Customer-Material Info Record
 - Condition Master Data (Pricing)

Module 3: Sales Documents & Transactions

- Sales Document types (Inquiry, Quotation, Sales Order, Scheduling Agreement, Contracts)
- Sales document configuration
- Copy control between sales documents
- Partner functions in sales process
- Availability check (ATP) basics

Module 4: Pricing & Conditions

- Condition technique in pricing
- Condition tables, access sequence, condition types, pricing procedures
- Pricing master data setup
- Discounts, surcharges, freight, taxes
- Free goods and rebates

Module 5: Shipping & Delivery

- Overview of shipping process
- Delivery document creation & configuration
- Delivery types and item categories
- Picking, packing, and goods issue
- Route determination

Module 6: Billing & Invoicing

- Billing types (Invoice, Credit memo, Debit memo, Proforma Invoice)
- Billing document configuration
- Copy control (Delivery → Billing, Order → Billing)
- Integration with FI (account determination)
- Revenue account determination

Module 7: Credit & Risk Management

- Credit management process in SD
- Types of credit checks
- Integration with FI-AR (Accounts Receivable)

Module 8: Special Business Processes

- Third-party sales
- Intercompany sales
- Consignment process
- Return orders and credit memos
- Make-to-order & drop shipment

Module 9: Output & Reports

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

Module 10: 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 11: 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