# MURTHY SAP TRAINING

SUCCESS IS NOTHING MORE THAN A FEW SIMPLE DISCIPLINES, PRACTICED EVERYDAY

# SAP SD

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# ABOUT THR COURSE

## TRAINING

90 Hours of Live Interactive Classroom Sessions.

## PROJECTS

25 Hours Real time Business scenarios with practical hands on to reach current Industry requirements.

## RESUME BUILDING

Resume building as per industry requirements.

## MOCK INTERVIEWS

Conducting Interview with leading Industry Experts.

## LIVE PRESENTATION

Improving presentation with business communicationand upgrade skills as industrial projects.

## TEST

Practice With our Tests To be able to crack Interviews with ease.

## PLACEMENTS ASSITANCE

100% Placement Assistance, post Completion of training.

# Key Features

1. Training provided with industry experts
2. Unlimited Revision classes with instructors
3. Preparations for Interview
4. 100% Placement Assistance
5. 24 * 7 Support Access
6. On job support after placement
7. Course completion certificate

# Course Curriculum

| Module 1: SAP Overview |
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| • Introduction to ERP |
| • ERP Benefits |
| • Introduction to SAP |
| • Market Share and Competitors in SAP |
| • SAP System Landscape |
| • System Architecture R1, R2, R3 IT/SAP |
| • Roles and Responsibilities of SAP SD Consultant |
| 1. Logon Details |
| 2. SAP Screen Details |
| • Discussion on Sales & Distribution Business Processes |
| **Module 2: Enterprise structure in SD** |
| • Defining of Organizational Units |
| • Assignment of Organizational Units |
| • Definitions, T-code, Table and path for Organizational Units |
| • View Organization Structure |
| **Module 3: Master Data** |
| • Definition, Configuration and Customization of Master data |
| 1. Customer Master Data |
| 2. Material Master data |
| 3. Customer Material Info Record |

## Module 4: Pre-Requisites

- Account Groups
- Number Ranger
- Partner Determination Procedure
- Material Type and Industry Sector
- Stock Updating (Integration SD & MM)
- Stock Overview (Integration SD & MM)

## Module 5: General Business Process

## Module 6: Sales Document

- Sales Document Overview
- Sales Document Header, Item & Schedule Line Level
- Copy Control

## Module 7: Sales Process - O2C Cycle

- Pre-Sales
    1. Inquiry
    2. Quotation
- Standard Order
- Special Sales Documents
    1. Cash Sales
    2. Rush Order
    3. Consignment Fill Up, Issue, Return & Pickup

| Module8: Pricing |
| --- |
| • Pricing Overview |
| • Components of Condition Techniques |
| • Working with Condition Records |
| **Module9: Delivery, Picking & PGI** |
| • Types of Delivery |
| • Picking |
| • PGI |
| **Module10: Billing** |
| • Functional Overview |
| • Billing Document Type |
| **Module11: Outline Agreements** |
| • Quantity & Value Contracts |
| • Service Contract |
| • Scheduling Agreement |
| **Module12: Complaints** |
| • Credit & Debit Memo |
| • Returns |
| • SDF (Subsequent Delivery Free of Charges) |
| • Free Delivery |

- Invoice Correction
- Incompletion Log
- Bill of Materials
- Transfer of Requirement & Availability Check

**Module13: STO (Stock Transfer Order)**

**Module14: Consignment Business Process**

**Module15: Third Party Sales Process**

**Module16: Individual Purchase Order**

**Module17: Make to Order**

**Module18: Inter Company Sales Process**

**Module19: Credit Management**

**Module20: Batch Management**

**Module20: Determinations**

- Revenue Account Determination
- Free Goods Determination
- Material Determination
- Route Determination

- Text Determination
- Output Determination
- Item Category Determination
- Schedule Line Determination

## Module20: Real time Projects, Hands On and Technical Dissicussion

- ASAP Methodology
- Modern Implementation Methodology
- Servers or Landscape of SAP System
- LSMW (Legacy System Migration Workbench)
- IDOC (Intermediate Document)
- Mass (Tcode-MASS)
- SQVI (Query View)

# SAP Training Methodology

| | |
|---|---|
| **Real time scenario-basedtraining** | Live Projects are carried out during the training tenure to developexperiential learning for the participants. |
| **Cross functional engagement** | Candidates should learn the other module functionalities to assign withcurrent industry requirements. |
| **Training engagement** | Candidates will be engaged throughout the training through presentation,Group discussion, Brain storming sessions, Practical hands-on, Interview preparation business communication to improve your future carrier. |

# Learning benefits

- ✓ Keep skills up-to-date; stay current with advancements in SAP technology
- ✓ Get better, higher-paying jobs and promotions
- ✓ Be an attractive candidate for both government organizationsand private companies
- ✓ Open more opportunities to work in software development, consultancies, CRM solutions, manufacturing, logistics and manyother industries
- ✓ Gain professional reputation and recognition among peers, colleagues and clients.
- ✓ Motivates to do better and earn higher benefit.