# SAP (SD/HANA) SALES & DISTRIBUTION

Duration: 40 Hrs.

SAP OVERVIEW:

# Introduction

* + Introduction to SAP ERP
  + Brief overview of SAP Architecture
  + System Landscape of SAP
  + Implementation Tools (Asap and Solution Manager)
  + Roles And Responsibilities of a Consultant
  + Types of Projects
  + Change Transport System
  + Introduction to Sales & Distribution module
  + Processes in Sales and Distribution
  + Sales Area, Sales Organization
  + Distribution Channel, Division
  + Sales Group, Sales Office

# Enterprise Structure

* + Introduction to Enterprise Structure
  + General Sales and Distribution Structures
  + Definition and Assignment of Organizational elements

# Master Data in Sales and Distribution process

* + Customer Master Data
  + General Data Section
  + Company Code Data Section
  + Sales Area Data Section
  + Account Groups & Number Ranges
  + Material Master Data
  + Customer Material Info Record

# Sales Documents

* + Sales Document Header Category
  + Sales Document Item Category
  + Sales Document Schedule Line Category
  + Copy Controls
  + Sales Document to Sales Document
  + Sales Document to Delivery Document
  + Sales Document to Billing Document
  + Billing Document to Sales Document
  + Inquiry, Quotation
  + Standard Order
  + Cash Sales, Rush Order

# Customer Complaints

* + Customer Returns
  + Debit Memo Request
  + Credit Memo Request
  + Free of charge Delivery
  + Subsequent Free of Charge Delivery
  + Invoice Correction Request

# Pricing

* + Pricing Process
  + Condition Tables, Condition Types
  + Access Sequence
  + Pricing Procedure
  + Pricing Procedure Determination
  + Condition Record Maintenance
  + Condition Supplement
  + Item Conditions, Header Conditions
  + Discounts & Surcharges

# Basic Functions

* + Free Goods Determination – Listing / Exclusion
  + Revenue Account Determination
  + Partner Determination
  + Output Determination
  + Material Determination
  + Material Listing / Exclusion
  + Credit Management
  + Route Determination
  + Incompletion Procedure
  + Transfer of Requirements (TOR)
  + Availability Check

# Shipping

* + Delivery Document Header Category
  + Delivery Document Item Category
  + Number Ranges
  + Shipping Point Determination
  + Delivery Scheduling & Transportation Scheduling
  + Packing

# Billing

* + Billing document types
  + Pricing in billing documents
  + Copy control
  + Billing outputs
  + Rebate processing
  + Intercompany billing

# Customer Outline Agreements

* + Scheduling Agreements
  + Contracts
  + Quantity Contracts
  + Service & Maintenance Contracts
  + Rental Contracts
  + Value Contracts, Master Contracts

# Cross-Functional Integration

* + FICO Integration with SD Module:
  + Credit Management
  + Revenue Account Determination
  + Delivery
  + PGI (Post Goods Issue), Billing
  + MM Integration with SD Module

# Special Business Process

* + Intercompany Sales
  + Third Party Order Processing
  + Individual Purchase Order
  + Consignment Sales processing
  + Cross Company Stock Transfers (STO)
  + Partner determination
  + Output determination
  + Text determination
  + Domestic Sales
  + Export Sales
  + Deemed export Sales
  + Depot Sales

##### SAP SD Online Training Objectives

###### **What is meant by SAP SD Training?**

Our SAP SD Training provides you with the best skills in sales and distribution through expert trainers. This Course provides you with hands-on skills on the SAP SD module that helps you manage product and inventory data for an organization.

###### **Who is this Course for?**

Anyone interested in learning and building a career with SAP SD skills can take up this online Course.

###### **What are the benefits of SAP SD Certification Training?**

The SAP SD Certification makes you skilled in using the SAP SD application in real-time to manage various activities. It also separates you from your peer learners who are non-certified and helps you explore many job opportunities.

###### **Do we provide placement support to the learners of SAP SD?**

* Our expert instructor will ensure that you learn and understand all the SAP SD concepts from day one of the Course.
* We provide the best trainers to teach you all the concepts with clear explanations and professional content delivery.
* Further, our hands-on Training and real-time projects, along with practice exercises, will help you gain expertise in the SD module.
* Also, we assist you in building an updated resume with all the skills that build your confidence. Our resources and guidance will help you prepare for the interviews in this field.
* So, after gaining all these skills, you will be able to clear any job interview and get placed.

###### **What skills will you learn in this Course?**

* Basics of SAP SD module.
* Enterprise structure and master data.
* Item categories and Schedule line categories.
* Sales document processing.
* Data reporting and contract process.
* The delivery process and determining the route.
* Techniques and Types of Conditions.
* Determination materials and configuring automatic credit control.
* Billing types and documentation.

###### **What job roles will be there after SAP SD Online Training?**

* SAP SD Consultant
* SAP SD Functional Consultant
* SAP SD Engineer