

SAP S/4 HANA Sales (Sales & Distribution) (66 hrs approx.)

1. Introduction to SAP S/4 HANA Sales (2 Hours)

- Overview of SAP and ERP
- Introduction to SAP SD Module
- Role of SD in SAP
- How SAP S/4 HANA is different than Earlier SAP ECC 6.0 Version
- Navigation in SAP Environment Including GUI and Fiori.

2. Enterprise Structure in Sales and Distribution (5 hrs)

- Sales Organization Structure:
 - Concept of client, Company Code, Sales Organization, Division, Distribution Channel, Sales group, Sales office etc
 - Concept of Plant, warehouse, Storage Location, and Shipping Points
- Sales Area and Organizational Units
- Definition of Enterprise structure in sales & distribution
- Assignment of Enterprise structure in sales & distribution

3. Master Data (6-7Hrs)

- Customer Master Data
- **Business Partner in S/4 HANA Sales (BP)**
- Material Master Data:
- Customer master Info Record
- Condition Master Data:

4. Sales Documents Header

- Presale Documents (2hr)
 - Inquiry
 - Quotation
- Sales Order Document Types (3hr)
 - Standard Orders, return order, Rush Orders, Cash Sales, and Consignment Orders etc.

5. Sales Document Item (2 hr)

- Item Categories
- Item Category Determination

6. Schedule Lines (1 Hr)

- Schedule line Categories
- Schedule Line Category Determination

7. Delivery Document Header (1 hr)

- Delivery Document Types

8. Delivery Item (1hr)

- Delivery Item Categories
- Delivery Item Category Determination

9. Billing Document (2hr)

- Billing Document Types
 - Delivery Related invoice
 - Order Related Invoice
 - Proforma Invoice

10. Pricing (7-8hrs)

- Pricing a product
- Condition Technique
- Elements of Pricing in SAP SD
 - Condition Type
 - Header Condition
 - Item condition
 - Group condition
 - Access Sequence
 - Access
 - Condition table
 - Pricing Procedure
 - Condition Record
- Pricing Procedure Determination

11. SD Business Processes – 4 Hrs

- Standard Order Process – 1hr

- Rush Order Process – 30 Mins
- Cash Sale Process – 30 Mins
- Return Process – 1hr
- Credit memo Process – 30 Mins
- Debit Memo Process – 30 Mins

12. Contracts and Scheduling agreement - 4 hrs

- Quantity Contracts
- Value Contract General
- Value Contract Material Specific
- Scheduling Agreement

13. Basic Functions Part 1 - 10hrs

- Partner Determination – 1 hr
- **Availability check and New Advanced ATP in SAP S/4HANA - 2Hr**
- Text Determination – 1 hr
- Output determination – 1hr
- Listing & Exclusion – 30 Mins
- Incompletion Procedure – 30 Mins
- Material Determination -1hr
- Free Good Determination -1hr
- Revenue Account Determination – 2hr

14. Credit Management & FSCM in S/4HANA (4 hr)

- **Credit Segments**
- **Credit Control Area:**
 - Credit Limits and Risk Categories
- **Automatic Credit Check**
- **Credit Master Data**
- **Credit Management Reports**

15. Integration with SAP MM, FICO, PP modules (1hr)

16. SD Advance Business Process (5-6hr)

- Consignment sales
- Third Party Sales
- Individual Purchase Order (IPO)
- Stock Transport order
- Intercompany Sales
- Make to order

17. Reports in SAP SD (1hr)

18. EDI and ALE in SAP SD (2hr)

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