**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.

1. **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)**