**SAP EDI with Sterling Integrator (34 Hrs approx.)**

1. **Introduction to SAP S/4 HANA Sales (2 Hrs)**
   1. Overview of SAP and ERP
   2. Introduction to SAP Modules
   3. Role of SD in SAP
   4. How SAP S/4 HANA is different than Earlier SAP ECC 6.0 Version
   5. Navigation in SAP Environment Including GUI and Fiori.
2. **Enterprise Structure in Sales and Distribution (5 hrs)**
   1. Sales Organization Structure:
   2. Concept of client, Company Code, Sales Organization, Division, Distribution Channel, Sales group, Sales office etc
   3. Concept of Plant, warehouse, Storage Location, and Shipping Points
   4. Sales Area and Organizational Units
   5. Definition of Enterprise structure in sales & distribution
   6. Assignment of Enterprise structure in sales & distribution
3. **Master Data (5 Hrs)**
   1. Customer Master Data & Business Partner
   2. Material Master Data:
   3. Customer master Info Record
   4. Condition Master Data:
4. **Sales Document Structure (1 Hr)**
   1. Header
   2. Item
   3. Schedule Lines
   4. **Presales Documents (1 Hr)**
      1. Inquiry
      2. Quotation
   5. **Sales Order Documents (1 Hr)**
      1. Standard Order
      2. Return order
   6. **Delivery Document (1 hr)**
      1. Delivery Header
      2. Delivery Item
   7. **Billing Document (1hr)**
      1. Billing Document Header
      2. Billing Document Item
5. **Pricing (4 hrs)**
   1. Pricing a product
   2. Condition Technique
   3. Elements of Pricing in SAP SD
      1. Condition Type
      2. Access Sequence and Accesses
      3. Condition table
      4. Pricing Procedure
      5. Condition Record
   4. Pricing Procedure Determination
6. **EDI and ALE in SAP SD (5 hr)**
   1. What is difference between EDI and ALE?
   2. Inbound and outbound IDocs
   3. Understanding IDoc
      1. IDoc Message Type
      2. IDoc Basic Type
      3. IDoc Extensions
      4. IDoc structure
         1. Control Record
         2. Data Record
         3. Status Records
   4. Prerequisites for partner profile maintenance
      1. Port
      2. Inbound and Outbound Process code
      3. IDoc processing Function modules
      4. Message Control
   5. Partner Profile Maintenance
   6. IDOC Monitoring and IDOC testing tool
   7. Most used message types in SAP SD
      1. ORDERS – 850
      2. ORDRSP – 855
      3. DESADV – 856
      4. INVOIC – 810
7. **SD Business Processes – 4 Hrs**
   1. Standard Order Process
   2. Return Process
   3. Consignment sales
   4. Intercompany Sales
8. **Basic Functions - 4 hrs**
   1. Partner Determination – 1 hr
   2. Text Determination – 1 hr
   3. Output determination – 1hr
   4. Material Determination -1hr