



TECHVISION

SKILLS ACADEMY

SAP SD

Training Syllabus

TECHVISION
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1. INTRODUCTION TO SAP SD

- 1.1 What is SAP SD?
- 1.2 Role of SD in Order-to-Cash Cycle
- 1.3 Integration with other modules (FI, MM, PP, WM)
- 1.4 SAP Navigation and Fiori Apps in SD
- 1.5 Types of Projects: Implementation, Rollout, Support
- 1.6 Activate & ASAP Methodology
- 1.7 Greenfield vs Brownfield vs Bluefield Implementation Overview
- 1.8 SAP System Landscape Overview

2. ENTERPRISE STRUCTURE

- 2.1 Define Company, Sales Organization
- 2.2 Define Distribution Channel & Division
- 2.3 Define Sales Office & Sales Group
- 2.4 Define Plant, Shipping Point, Loading Point
- 2.5 Assignments: Sales Org to Company Code, Plant to Sales Org, Shipping Point to Plant

3. MASTER DATA

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| 3.1 Customer Master (General, Company Code, Sales Area Data) |
| 3.2 Vendor Master (General, Company Code, Purchasing Area Data) |
| 3.3 Material Master (Basic Data, Sales Org View, Plant Data) |
| 3.4 Customer Material Info Record |
| 3.5 Condition Master (Pricing) |
| 3.6 Output Master Data |
| 3.7 Partner Functions and Account Groups |
| 3.8 Number Ranges for Customers & Materials |
| 3.9 BP Roles in SD (Customer to BP Mapping) |

4. SALES DOCUMENTS

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| 4.1 Overview of Sales Document Types |
| 4.2 Inquiry & Quotation |
| 4.3 Sales Order Processing |
| 4.4 Scheduling Agreements & Contracts |
| 4.5 Sales Order Copy Control |
| 4.6 Sales Document Customization (VOV8 etc.) |
| 4.7 Text Determination in Sales Documents |

5. PRICING PROCEDURE

- 5.1 Condition Technique Overview
- 5.2 Define Access Sequences, Condition Tables, Condition Types
- 5.3 Define Pricing Procedure
- 5.4 Pricing Procedure Determination
- 5.5 Special Pricing Scenarios: Discounts, Freight, Surcharges
- 5.6 Taxes in Pricing
- 5.7 Manual Pricing, Statistical Conditions

6. SHIPPING AND DELIVERY

- 6.1 Overview of Shipping Process
- 6.2 Delivery Document Processing
- 6.3 Outbound Delivery Creation
- 6.4 Picking, Packing, Route Determination
- 6.5 Shipping Point Determination
- 6.6 Delivery Scheduling (Backward, Forward)
- 6.7 Post Goods Issue (PGI)

7. BILLING PROCESS

- 7.1 Overview of Billing Types
- 7.2 Billing Document Creation (Invoice, Credit Memo, Debit Memo)
- 7.3 Billing Document Customization
- 7.4 Billing Plan (Milestone, Periodic)
- 7.5 Inter-company Billing
- 7.6 Output Configuration for Billing
- 7.7 Integration of Billing with FI (Accounting Document Generation)

8. CREDIT MANAGEMENT

- 8.1 Credit Control Area Configuration
- 8.2 Static and Dynamic Credit Check
- 8.3 Credit Limits in Customer Master
- 8.4 Automatic Credit Check Configuration
- 8.5 Integration with FI Credit Management

9. SPECIAL SALES SCENARIOS

- 9.1 Return Orders
- 9.2 Rush Orders
- 9.3 Cash Sales
- 9.4 Free of Charge Delivery
- 9.5 Consignment Process
- 9.6 Third Party Sales Process
- 9.7 Intercompany Sales Process
- 9.8 Make-to-Order Process in SD

10. OUTPUT & COMMUNICATION

- 10.1 Output Determination for Sales and Billing
- 10.2 Output Mediums: Print, Email, EDI
- 10.3 Output Types & Access Sequences
- 10.4 Smartforms and Adobe Forms Basics

11. INTEGRATION WITH OTHER MODULES

11.1 SD-FI Integration (Billing to Accounting)

11.2 SD-MM Integration (Deliveries, Stock Movement)

11.3 SD-PP Integration (Make-to-Order)

12. REPORTS & ANALYTICS

12.1 Sales Reports (VA05, VA05N, VA01)

12.2 Delivery Reports (VL10, VL06O)

12.3 Billing Reports (VF05, VF03)

12.4 Sales Info System

12.5 Backorder Processing

13. DATA MIGRATION & TOOLS

13.1 LSMW for Customer and Material Master

13.2 LTMC Overview

13.3 Mass Maintenance in SD

14. PERIOD-END ACTIVITIES

14.1 Open Orders Review

14.2 Delivery Due List

14.3 Billing Due List

14.4 Credit Exposure Review

15. REAL-TIME SCENARIOS

15.1 Sales Cycle Walkthrough: Inquiry to Billing

15.2 Ticketing and Support Scenarios

15.3 End User & Key User Activities

15.4 Testing, UAT & Documentation

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