



SAP SD (Sales & Distribution) Training Curriculum

— STRUCTURE —



SAP SD (Sales & Distribution) Training Curriculum

“Join our SAP SD training course and learn how to customize and configure the module by working on real-time projects.”

Course Objectives:

- Be ready to configure the most common configuration in SD
- Be ready to interpret the SAP help documents.
- Learn to setup, configure, and customize SAP SD Module
- Prepare for Global SAP SD certification exam
- Gain practical skills and Start applying for jobs in the same domain right away.

Course Description:

SAP SD is one of the important SAP modules that gives you a sound idea of sales and distribution of goods in Companies. Our SAP SD training will give you a hands-on experience on how to configure different areas in SAP SD. If you are from sales and customer service background then SAP SD module is just the best career option for you.

The course covers most frequently used end-user transactions. You will learn about customizing and configuring SD module. Also, you will explore learning by working on real-time projects, assignments, and project lifecycles. The best part is that anyone can learn SAP SD module who is interesting in mastering it or want to build a career in SAP SD space.

The SAP SD is generally intended for:

- Sales professionals
- Sales or marketing manager
- Sales and Distribution Managers
- Sap End users or
- Anyone looking to build a career in SAP SD space.

After the completion of SAP SD training, you will learn everything about the module and be ready to interpret SAP Help documents too. You can apply for SAP certifications on the completion of training.

Course Content:

Module 1: Introduction to SAP Environment

- Sap Evolution
- Sap Project Environment
- Sap Ides System
- Business Process
- Sap Clients
- System Landscape and Transportation System
- SAP Methodology and Solution Manager
- Logon to Sap System
- R/3 Architecture

Module 2: Enterprise Structure

- Organizational Unit
- Definition of Organizational Elements
- Assignment of Organizational Elements
- View Organization Structure

Module 3: Basic Function

- Account Groups
- Number Ranges
- Partner Determination Procedure
- General Settings (Integration with All)
- Material Type and Industry Sector
- Stock Updating (Integration Sad & Mm)
- Stock Overview (Integration Sad & Mm)
- Search Strategy

Module 4: Sales Documents

- Sales Document Overview
- Sales Document Header Level
- Sales Document Item Level
- Customer Complaints
- Credit Memo Request
- Debit Memo Request
- Invoice Correction
- Sales Document Schedule Line Level
- Item Category Determination
- Schedule Line Determination
- Defining and Assigning Number Ranges
- Sales Document Types Assignment to Sales Area
- Copy Control
- Processing Sales Order
- Sales Document Functions

Module 5: Pricing

- Pricing Overview
- Working with Condition Records
- Components of Condition Techniques
- Condition Tables
- Access Sequence
- Condition Type
- Pricing Procedure
- Pricing Procedure Determination

- Upper and Lower Limits
- Pricing Flow
- Pricing Report
- Condition Master Data

Module 6: Shipping & Picking

- Shipping & Picking Overview
- Overview of Shipping
- Organizational Units in Shipping
- Defining Shipping Point and Determination
- Defining Picking Point and Determination
- Storage Location Determination
- Delivery Document Type
- Scheduling (Backward and Forward)
- Overview of Route
- Delivery Item Category Determination

Module 7: BILLING

- Functional Overview
- Billing Document Type
- Defining and Assigning Number Ranges
- Integration SD & FI
- Rebates Process

Module 8: Sales Process Detailed Configuration

Module 9: Pre-Sales

- Inquiry
- Quotation

Module 10: Order

- Standard Order

Module 11: Special Sales Documents

- Cash Sales
- Rush order
- Consignment Fill up
- Consignment Issue
- Consignment Return
- Consignment Pickup

Module 12: Outline Agreements

- Quantity Contracts
- Material Relevant Value Contract
- Value Contract General
- Master Contract
- Service Contract
- Scheduling Agreement

Module 13: COMPLAINTS

- Credit Memo
- Debit Memo
- Returns
- SDF (Subsequent Delivery Free of Charges)
- Free Delivery
- Invoice Correction

Module 14: Advanced Topics

- Revenue Account Determination
- Free Goods Determination
- Bills of Materials
- Material Determination
- Cross Selling
- Listing & Exclusion
- Item Proposal
- Route Determination
- Tax Determination (Us)
- Information Systems
- Text Determination
- Output Determination
- Credit Management
- T Code View
- Sla Agreement
- Projects Overview
- STO (Stock Transfer Order)
- Third Party Sales Process
- Individual Purchase Order
- Make to Order
- Inter Company Sales Process
- Batch Management
- LSMW
- BDC
- FS (Functional Specification)
- Copy control
- Incompletion Procedure

- Consignment Sales
- Rebate Processing
- Stock Transport Order
- Make to Order
- Variant Configuration

Module 6: Placement Guide

- Tips to clear an Interview
- Common Interview questions and answers
- SAP SD Interview Questions and Answers
- Resume Building Guide
- Attempt for SAP SD Global Certification Exam
- Start applying for Jobs