

SAP SD Interview Q&A

The SAP SD interview questions basically focus on Business process oriented activities as below:

1. Enterprise Structure

Sales Enterprise structure

Cross Functional Org units- FI/CO/MM/WM/LE etc

Relationships

2. Master Data

Customer Master Record

Material Master Record- Sales Views

Customer Material Info Record

Condition Master

3. Sales Order functionality

Order types/Item category/Schedule Line

Copy controls

4. General Sales Process

Cash sales/ Normal Order/Credit mgmt/ Availability check

5. Pricing and Taxation

Condition technique

Tax determination

Condition Exclusion

Enhancements

6. Special Sales processes

Consignment Process

Third Party sales/Drop shipment

Inter company sales

Stock Transport Process

Rebates/ settlement

7. Delivery and Shipping/Transportation

Full Delivery vs Partial delivery

Fulfillment of incomplete deliveries

Proof Of Delivery

Picking/ Packing/ Handling Units

Route Determination

Shipment Document creation

Activity completion

Shipment Cost calculation

Vendor transportation Cost settlement

8. Billing Functionality

order related/ Delivery related Billing

Billing Index

Inter company Invoicing

Condition update on Invoices

9. Cross functional integration

Revenue Determination- FI

A/R Clearing processing- FI

Picking/ TO- WM

Inter company STO-MM

Stock transfer Posting- MM

OBYC settings- MM

10.Reporting/ LIS

Standard Reports Vs custom reports

LIS Info structure Analysis

11.Project methodology

ASAP Methodology based project implementation

Project types and maintenance

Deliverable Templates

12.Real time Business process overview & Simulated exercises

Business process Procedures

Functional spec generation

Test cases

Issue resolution process