

## SAP SD Course Content

What is SAP/ SAP SD ?

SAP Architecture

Introduction to SAP Sales Business Cycle – I ( Quotation Cash Cycle )

SAP SD Enterprise Structure

- Define & Assign Company code
- Define & Assign Sales Organization
- Define & Assign Distribution Channel
- Define & Assign Division
- Define & Assign Plant

Maintain Common Distribution Channels and Divisions

### SAP Customer Master

- o Customer Master Customization
- o Account Group
- o Number Ranges
- o Blocking Customers
- o Viewing Field Changes to the SAP Customer Master Data
- o Create SAP Customer Price Lists
- o Create New Price Groups
- o Create New Shipping Conditions
- o Different Sales Areas associated with the Customer Master
- o Partner functions determination

### SAP Material Master

- o Create SAP Material Master
- o SAP Material Master Basic View
- o SAP Material Master Sales View
- o Create Material Groups in SAP
- o SAP Material Types
- o SAP Product Hierarchy
- o Material Stock posting
- o Inventory management

### Sales Order Deep Dive – Customization

- o Sales Order Structure in SAP
- o Header Level
- o Item Category
- o Item Category Determination
- o Schedule Line Category Determination

## **Sales Documents**

- o Creating Quotation in SAP
- o Creating Contracts
- o Billing Plans
- o Creation With Reference
- o How to Create a Sales Order in SAP

## **SAP Sales Document controls Customization**

- o Create new Delivery Blocks
- o Create new Billing Blocks
- o Define new Reason for Rejections
- o Create New Price Lists
- o Create New Price Groups
- o SAP Customer Material Info Record

## **SAP copy Controls**

- o SAP Document Flow
- o SAP copy Controls
- o Master Data Flow into Transactions
- o Creation with Reference
- o VOFM Routines

## **SAP Credit Management- Advanced Topics & Business Scenarios**

### **SAP Pricing Fundamentals**

#### **SAP Condition Technique**

#### **SAP Pricing Procedure Determination**

- o SAP Condition Technique
- o Condition Type
- o Access Sequence
- o Condition Table
- o Field Catalog
- o Pricing Procedure
- o Condition Records
- o Condition Exclusion
- o Group Conditions
- o Condition Supplements
- o Sales Deals & Promotions
- o SAP Document Pricing Procedure
- o SAP Customer Pricing Procedure
- o SAP Price list Type

## **Availability Check**

### **ATP / TOR**

### **MRP**

### **Strategy Group**

### **MTO / MTS**

### **SAP Shipping process**

- o Shipping point
- o Outbound Delivery Customization
- o Delivery Document Type
- o Delivery Item Category
- o Picking
- o Packing
- o Ware house Integration
- o TO – Transfer Order

### **PGI(Post Goods Issue)**

#### **Billing Process**

- o SAP Billing Document Type
- o Billing Cancel
- o Accounting Document Linkage
- o Credit Memo
- o Debit Memo
- o Rebate Processing

#### **Accounting documents**

#### **FI Integration A/C Receivables**

#### **SAP Document Flow**

#### **Cross Modules integration MM, PP, FI**

#### **Account determination**

#### **Incompletion Procedure**

#### **Third Party Sales Process.**

#### **Consignment Sales Process**

- o Consignment Fill-Up.
- o Consignment Issue.
- o Consignment Pickup.
- o Consignment Returns.

#### **Output Determination.**

#### **Inter Company Process**

#### **STO**

#### **IDOC**

#### **LSMW**

### **SAP SD HIGH LEVEL WALK THROUGH**

- o Hands-on Workshops in critical areas of SAP ( Pricing, Credit Management etc )
- o ASAP Methodology
- o Full-fledged Hands-on SAP Project which includes
- o SAP Business Blueprint
- o Functional Specifications
- o Realization Phase Steps

- o Final Preparation
- o Cut-over Activities
- o Go Live
- o Real-time Scenarios
- o Support Project
- o Roll Out Project
- o Upgrade Project