

## SAP SD SYLLABUS

### 1. Overview of Sales and Distribution:

- 1.1 Organisational Structure
- 1.2 Sales and Distribution aspect
- 1.3 Material Management aspect
- 1.4 Finance and Accounting aspect
- 1.5 Document flow and process chain
- 1.6 Business partners

### 2. Define Enterprise Structure:

- 2.1 Enterprise structure in sales
- 2.2 Definition and assign Organisational Elements
- 2.3 Document types in sales and distributions

### 3. creating Master data:

- 3.1 Material master record
- 3.2 Customer master record
- 3.3 Customer material info record
- 3.4 condition master record
- 3.5 Partner function
- 3.6 Defining Account group for partner functions
- 3.7 Creating number ranges and assignment

### 4. Documents:

- 4.1 Document types and Function—Sales, Delivery, Billing
- 4.2 Document Control--- Document type, item category control and determination  
schedule line category control and determination
- 4.3 Copy control---Requirement's data transfer Routine's document flow and Pricing Type

## 5. Pre-Sales Activities:

5.1 Sales document structure

5.2 Enquiries

5.3 Quotations

5.4 Sales Support

## 6. Creating, Processing, Controlling

6.1 Sales order processing

6.2 Sales document types

6.3 Creation of sales order with reference

6.4 Item categories

6.5 Schedule lines categories

6.6 Partner Determination

6.7 Contracts and Scheduling Agreements

6.8 Copy Control

6.9 Log of Incomplete items

6.10 Material Determination & Material Listing/Exclusion

6.11 Freegoods

## 7. Delivery Processing

7.1 Creating processing Deliveries

7.2 Controlling inbound and outbound deliveries packing

7.3 Packing functions

7.4 Good receipt and goods issue

7.5 Stock transfer with Delivery

## 8. Pricing procedures

8.1 Defining and mapping prices, surcharges and discounts,

8.2 condition technique

8.3 condition type

8.4 Access sequence

8.5 Condition record

8.6 creating condition tables, access sequence and condition types

8.7 Price determination

8.8 Promotions and Rebate processings

8.9 Definition and maintenance of prices, surcharges and discounts

9.0 Fast material Entry and Sales order

9.1 product proposal

9.2 Material Listing and Exclusion

9.3 Material Determination

9.4 Free goods

10.0 Sales order types

10.1 Rush order

10.2 Cash sales

10.3 Free of charge Deliveries

11.Outline Agreements

11.1 Contracts

11.2 Scheduling Agreements

12. Special Busines process

12.1 Consignment

12.2 STO (Stock Transport Order) process (Intra/Inter State)

12.2 Third party process

12.3 IPO process

12.4 Bill of Material

12.5 Inter company sales

13. Shipping

13.1 Overview of Shipping

13.2 Shipping point Route Determination

13.3 Creating and controlling outbound Delivery

13.4 Delivery processing

13.5 Picking

13.6 Picking confirmation

13.7 processing packing material

13.8 Goods issue

## 14. Billing Processing

14.1 Billing document types

14.2 Credit and Debit memos

14.3 Methods for creating Billing documents

14.4 Collective processing of billing documents

14.5 Creation of Billing Documents

14.6 Controlling Billing documents

14.7 Billing Plan

14.8 Revenue Account Determination

## 15. Posting Billing documents to Account

15.1 Business area account assignment

15.2 Special features of SD&FI Interface

## 16. Credit Management

16.1 Integrated case study

16.2 Implementation of fictitious demo

## 17. Cross functional settings in SD

17.1 Copy control

17.2 Output determination

17.3 Text control

17.4 overview configuring printed documents in sd

17.5 Introduction to basic system Enhancements

17.6 Introduction to personalization (ex: transaction variant)

17.7 Partner determination

## 18. PROJECT

18.1 Phases of Project Explanation

18.2 Real time Tickets & Issues

18.3 RICEF

18.4 LSMW, BDC, BAPI

18.5 Debugging

18.6 FS Functional Specification