

SAP SD Course Content

1) Introduction

- ☐ Introduction to SAP ERP
- ☐ Brief overview of SAP Architecture
- ☐ System Landscape of SAP
- ☐ Introduction to Sales & Distribution module
- ☐ Processes in Sales and Distribution
- ☐ Sales Area, Sales Organization
- ☐ Distribution Channel, Division
- ☐ Sales Group, Sales Office

2) Enterprise Structure

- ☐ Introduction to Enterprise Structure
- ☐ General Sales and Distribution Structures
- ☐ Definition and Assignment of Organizational elements

3) Master Data in Sales and Distribution process

- ☐ Customer Master Data
- ☐ General Data Section
- ☐ Company Code Data Section
- ☐ Sales Area Data Section
- ☐ Account Groups & Number Ranges
- ☐ Material Master Data
- ☐ Customer Material Info Record

4) Sales Documents

- ☐ Sales Document Header Category
- ☐ Sales Document Item Category
- ☐ Sales Document Schedule Line Category
- ☐ Copy Controls
- ☐ Sales Document to Sales Document

- ☐ Sales Document to Delivery Document
- ☐ Sales Document to Billing Document
- ☐ Billing Document to Sales Document
- ☐ Inquiry, Quotation
- ☐ Standard Order
- ☐ Cash Sales, Rush Order

5) Customer Complaints

- ☐ Customer Returns
- ☐ Debit Memo Request
- ☐ Credit Memo Request
- ☐ Free of charge Delivery
- ☐ Subsequent Free of Charge Delivery
- ☐ Invoice Correction Request

6) Pricing

- ☐ Pricing Process
- ☐ Condition Tables, Condition Types
- ☐ Access Sequence
- ☐ Pricing Procedure
- ☐ Pricing Procedure Determination
- ☐ Condition Record Maintenance
- ☐ Condition Supplement
- ☐ Item Conditions, Header Conditions
- ☐ Discounts & Surcharges

7) Basic Functions

- ☐ Free Goods Determination – Listing / Exclusion
- ☐ Revenue Account Determination
- ☐ Partner Determination
- ☐ Output Determination
- ☐ Material Determination
- ☐ Material Listing / Exclusion
- ☐ Credit Management
- ☐ Route Determination
- ☐ Incompletion Procedure
- ☐ Transfer of Requirements (TOR)
- ☐ Availability Check

8) Shipping

- ☐ Delivery Document Header Category
- ☐ Delivery Document Item Category
- ☐ Number Ranges
- ☐ Shipping Point Determination
- ☐ Delivery Scheduling & Transportation Scheduling
- ☐ Packing

9) Billing

- ☐ Billing document types
- ☐ Pricing in billing documents
- ☐ Copy control
- ☐ Billing outputs
- ☐ Rebate processing
- ☐ Intercompany billing

10) Customer Outline Agreements

- ☐ Scheduling Agreements
- ☐ Contracts
- ☐ Quantity Contracts
- ☐ Service & Maintenance Contracts
- ☐ Rental Contracts
- ☐ Value Contracts, Master Contracts

11) Special Business Process

- Intercompany Sales
- Third Party Order Processing
- Individual Purchase Order
- Consignment Sales processing
- Cross Selling
- Item Proposal
- Dynamic Product Proposal

12) Other Advanced Topics

- Rebates
- STO (Stock Transport Order)
- Make to Order
- Make to Stock
- Bill of Material (BOM)

13) Cross-Functional Integration

- FICO Integration with SD Module:
- Credit Management
- Revenue Account Determination
- Delivery,
- PGI (Post Goods Issue), Billing
- MM Integration with SD Module:
- Transfer of Requirement (TOR)
- Availability Check (OR)

- PP Integration with SD Module:
- Make- to- Order Scenario
- Make- to –Stock Scenario

14) SAP-CIN

- ☐ Introduction to CIN
- ☐ Basics of Direct & Indirect Taxes
- ☐ In detail Sales tax Scenarios in domain
- ☐ Introduction of Excise duties, Excise registers, sales taxes and reports
- ☐ Process flow of QTC (Quote to cash) and PTP (procure to pay) with CIN

CIN MENU

- ☐ Introduction of reports w.r.t CIN
- ☐ CIN master data –FI,SD,MM
- ☐ Entire configuration of CIN

SD

- ☐ Domestic Sales
- ☐ Export Sales
- ☐ Deemed export Sales
- ☐ Depot Sales