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Course Content - SAP SD Module

Session 1: Introduction

1. Introduction to SAP
2. Landscape of SAP
 - a. Two-System Landscape
 - b. Three-System Landscape
3. Architecture of SAP
4. Introduction to SAP SD
 - a. Sales Area
 - b. Sales Organization
 - c. Division
 - d. Distribution Channel
 - e. Sales Group
 - f. Sales Office

Session 2: Enterprise Structure

1. Introduction to Organization Structure

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2. General Sales and Distribution Structures
3. Definition and Assignment of Organizational elements

Session 3: Master Data in Sales and Distribution process

1. Customer Master Data
 - a. General Data Section
 - b. Company Code Data Section
 - c. Sales Area Data Section
2. Account Groups
3. Number Ranges
4. Material Master Data
5. Customer Material Info Record

Session 4: Sales Documents

1. Sales Document Header Category
2. Sales Document Item Category

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3. Sales Document Schedule Line Category

4. Copy Controls

- a. Sales Document to Sales Document
 - b. Sales Document to Delivery Document
 - c. Sales Document to Billing Document
 - d. Billing Document to Sales Document
5. Inquiry
6. Quotation
7. Standard Order
8. Cash Sales
9. Rush Order

Session 5: Customer Complaints

- 1. Customer Returns
- 2. Debit Memo Request
- 3. Credit Memo Request
- 4. Free of charge Delivery
- 5. Subsequent Free of Charge Delivery
- 6. Invoice Correction Request

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Session 6: Basic Functions

1) PRICING:

a) Pricing Process:

- Condition Tables
- Access Sequence
- Condition Types
- Pricing Procedure
- Pricing Procedure Determination
- Condition Record Maintenance

b) Condition Supplement

c) Item Conditions

d) Header Conditions

e) Palette Discounts & Surcharges

2) Free Goods Determination

a) Inclusive Method

b) Exclusive Method

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- 3) Revenue Account Determination
- 4) Partner Determination
- 5) Output Determination
- 6) Material Determination
- 7) Material Listing / Exclusion
- 8) Credit Management
- 9) Route Determination
- 10) Tax Determination
- 11) Incompletion Procedure
- 12) Transfer of Requirements (TOR)
- 13) Availability Check

Session 7: Delivery

1. Delivery Document Header Category
2. Delivery Document Item Category
3. Number Ranges
4. Shipping Point Determination
5. Delivery Scheduling & Transportation Scheduling
6. Packing

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Session 8: Billing

Session 9: Customer Outline Agreements

1. SCHEDULING AGREEMENTS

2. CONTRACTS

Session 10: Special Business Process

1. Intercompany Sales
2. Third Party Order Processing
3. Individual Purchase Order
4. Consignment Sales processing
5. Cross Selling
6. Item Proposal
7. Rebates

Session 13: Cross-Functional Integration

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1) FICO Integration with SD Module:

- a. Tax Determination
- b. Credit Management
- c. Revenue Account Determination
- d. Delivery
- e. PGI (Post Goods Issue)
- f. Billing

2) MM Integration with SD Module:

- a. Transfer of Requirement (TOR)
- b. Availability Check (OR)

Session 14: Cross-Applications

1. ASAP Methodology:

- a. Project Preparation
- b. Business Blue Print (BBP)
- c. Realization
- d. Final Preparation
- e. Go-Live & Support

Session 15: Work Shop