

TRAINING SYLLABUS

The main operations this module handles:

- Sales Support (SD-CAS)
- Sales (SD-SLS)
- Shipping (SD-SHP)
- Billing (SD-BIL)
- Sales Information System (SD-IS)
- Transport (SD-TRA)
- Export (SD-FTT)

Sap SD Course Contents

- ERP Business Scenario & SAP Products.
- Job opportunities for SAP SD professionals.
- SAP Functional Modules.
- SAP SD, MM, PP, FICO Integration areas.
- What is R/3 Architecture?
- How R/3 is superior over R/2?
- Benefits with R/3.

ENTERPRISE STRUCTURE

- Definition of SD organizational units & their Assignments.
- Client, Company, Company code, Credit Control Area.

BUSINESS PROCESS

- Sales Enquiry
- Quotation
- Standard Order
- Delivery
- Billing
- Payments
- Special SD Business Processes

MASTER DATA

- Customer Master Data.
- Account Groups & Field Selection, number ranges for customers.
- Material Master Data.
- Customer/Material Information Record.
- Condition Master Data.
- Shared Master Data.

BASIC SETTINGS

- Item Category Determination.
- Schedule line Category Determination.
- Shipping Point Determination.
- Picking Location Determination.
- Blocking Reasons.
- Order reasons.

SALES DOCUMENTS

- Overview on Sales Document Structure & their control Tables – Sales, Shipping, Billing.
- Document Types & their Functionalities – Sales, shipping, Billing.
- Document Control, Item Category Control & Schedule line Control.

SALES DOCUMENT PROCESSING

- Pre – Sales Processing.
- Outline Agreements Processing.
- Sales Order Processing.
- Complaint Processing.
- Delivery Processing – Picking, affects of PGI.
- Billing Processing.
- Copy Control for Sales, Delivery & Billing Documents.

BASIC FUNCTIONS IN S&D

- Condition Technique
- Free Goods
- Pricing Determination.
- Partner Determination.
- Material Determination.

- Listing / Exclusion.
- Revenue Account Determination.
- Tax Determination.
- Output Determination.
- Text Determination.
- Free Goods Determination.
- Availability Check and TOR
- Transfer of Requirements.
- Credit Management.
- Delivery Scheduling & Transportation Scheduling.
- Route Determination.
- Incompletion Procedure.
- Batch Management.
- Rebates.
- Variant Configuration with Pricing.

ADVANCE TOPICS

- Inter – company Business processing.
- Third party order processing.
- Cross Company stock processing.
- Bill of Material.
- Back-order processing.
- Rescheduling processing.
- Individual purchase order
- Batch Management.
- Rebate processing.

SAP METHODOLOGY

- ASAP methodology.
- ASAP project Documents.
- Deliverables in ASAP.

THE INTEGRATION OF

- SD with FICO
- SD with PP
- SD with MM
- With Other Modules

Programs

- Global Certification Program
In (S/4 HANA)
- Certification Dumps
- 100% Passing Guarantee Program
- Training Completion Certificate
- Server Access and Installation
- CV Preparation

Duration: 2 Months