SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

COURSE OUTLINE

SAP is the leading market player in the ERP world. SAP's Sales and Distribution module is a key component in SAP's Supply Chain Management that lists the processes and associated activities in typical sales/customer service and logistics departments. The SD Module comes with a set of configuration tasks, master data, transactions, reports and technical objects. SAP's inherent strength is its ability to seamlessly integrate across modules FI, SD, CO, PP, MM, PS etc. Sales and Distribution activities are very basic to a corporate entity's operations and given the complexity of these processes and the data needed to execute these processes, a good ERP like SAP is almost indispensible now. SAP SD is possibly the most implemented and a very highly successful module so far and is still leading in demand for well trained and experienced consultants. SAP SD training program would cover the standard SAP SD module and how it is implemented to automate and systemize the OTC business processes by providing easily accessible implementation guides, fantastic time-saving tips, as well as direct easily accessible information on the dos and don'ts of implementing and maintaining the sales and distribution module of SAP.

SAP SD LEARNING OUTCOMES

With training in this curriculum, you can gain the knowledge you need to optimize vital Sales and Distribution process.

- Over 70 lectures and 100 + hours of content
- Complex Configurations & Customized Settings in SD
- Cross Module integration SD - MM- FI- PP- LE, and ABAP
- Information packed practical training starting from basics to advanced techniques.
- Best suitable for beginners to advanced level users
- The curriculum designed based on the job market.
- Practical assignments at the end of every session.
- The practical learning experience by Real-time issues and assignments as examples.

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

COURSE DURATION : 4 Months - Daily 60 Minutes per day

SAP VERSION: SAP ECC 6.0

SAP SERVER ACCESS: Provided for 5 Months

STUDY MATERIAL: Topic-wise notes will be shared along with screenshots

CLASS VIDEOS: Access to the class videos

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

- Overview of ERP
- Introduction to SAP
- Different types of SAP Projects
- SAP System Landscape and Transport Management
- SAP Clients

SECTION I: ENTERPRISE STRUCTURE

- Enterprise structure in Sales and Distribution & other modules
- Define & Assign Organizational Units
- View Enterprise Structure of Company code to check Organizational units assigned

SECTION II: MASTER DATA

- Customer Master
    Define Account Groups,
    Maintain Number Ranges & Assignments
    Partner Determination
- Material Master record (Preview)
- Customer Material Info Record [CMIR]
- Condition Master Data
- Create Bill of Materials [BOM]
    Single Level BOM
    Multi-Level BOM
- Item Proposal
- Vendor Master

SAP SD
S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

SECTION III: DETERMINATIONS
- Item Category Determination
- Schedule Line Category Determination
- Shipping Point Determination
- Picking Location Determination
- Pricing Determination
- Plant Determination

SECTION IV: SALES PROCESS
- Sales Cycle / Forward Cycle / Order fulfillment Cycle
- Order to Cash Cycle [OTC Business Process]
- Quote to Cash Cycle [QTC Business Process]
- Reversal Sales Cycle [Cancellation Process]

SECTION V: COMPLAINT PROCESSING
- Returns Sales Cycle
- Credit Memo Request
- Debit Memo Request
- Subsequent Free of charge
- Invoice Corrections
- Invoice Cancellation Process

SECTION VI: DOCUMENT TYPES AND CONTROLS
- Sales Document Types and Controls
    - Customize sales document types for various business cycle
    - Understand sales document type structure and controls

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

- Delivery Document Types and Controls
  - Customize delivery document types for various business cycle
  - Understand delivery document type structure and controls

- Billing Document Types and Controls
  - Customize billing document types for various business cycle
  - Understand billing document type structure and controls

SECTION VII: COPY CONTROLS

- How to copy the data from source to target document
  - Sales document to sales document
  - Sales document to the delivery document
  - Sales document to billing document
  - Delivery document to billing document

SECTION VIII: BASIC FUNCTIONS

- Log of Incomplete Items
- Listing/Exclusion (Preview)
- Material Determination
- Cross-Selling
- Output Determination
- Free goods Determination
- Availability Check and Transfer of Requirements [TOR]

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

SAP SD PRICING

- Work with Field Catalog, Condition Tables, Access Sequence, Condition types & Condition records
- Customize Pricing procedure according to client business process
- 16 fields functionality in SD Pricing procedure
- Define Document and Customer pricing procedure based on business process
- Pricing procedure determination
- Customize condition type and controls
- Group Conditions and its functionality
- Difference between Header and Item condition types
- Special condition types and its functionality
- Scales - Different types of scales
- Condition Exclusion
- Condition Supplement
- Limits for Pricing
- Pricing report generation based on client requirements
- Pricing routines and requirements functionality
- Reverse pricing
- Real-time issues based on pricing

SECTION IX: SD - MM INTEGRATION TOPICS

- Inventory Management
- Procurement to Pay Cycle [P2P]
- Creation of Purchase requisition
- Purchase Order creation with reference to purchase requisition
- Goods Receipts
- Invoice Verification
- Outgoing Payments

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

- Creation of Purchase requisition
- Purchase Order creation with reference to purchase requisition
- Goods Receipts
- Invoice Verification
- Outgoing Payments

Stock Transfers [STO] - Transfer the stock from one location to another location
- Storage Location - Storage Location
- Plant - Plant/Depot (One-step process)
- Plant - Plant/Depot (Two-step process)
- Plant - Plant/Depot Returns
- Intra-company Stock transfers
- Inter-company Stock transfers

Trading Scenarios
- Third-Party sales without Shipment Notification
- Third-Party sales with Shipment Notification
- Third-Party Returns without Shipment Notification
- Third-Party Returns with Shipment Notification
- Automatic creation of purchase order in Third-party sales
- Automatic creation of Outbound delivery with reference to purchase order
- Individual Purchase Order [IPO]
- Real-time issues based on the Third-party sales

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

SECTION X: SD - FI INTEGRATION TOPICS

Billing Documents

- Creation of billing document with reference to Sales Order & delivery document
- Different billing document types for various business process

Account Determination

- How accounts will be updated automatically once the billing document is generated
- Revenue Account Determination
- Reconciliation Account Determination
- Cash Account Determination
- Creation of G/L Accounts & Account keys
- Assign Account keys to Pricing condition types and G/L accounts
- Accounting entries - Various billing documents, Account document, and Incoming payments
- Account Document type structure and table name
- Incoming payments from customer
- Real-time issues based on Account Determination

Tax Determination

- How output taxes are calculated in the sales cycle
- Define Taxation procedure, Condition types, Access Sequence, Condition tables, Account keys **[FI side]**
- Define and Assign tax codes for Input/ Output taxes
- Activate taxes in Customer and Material master
- Define Taxation procedure, Condition types, Access Sequence, Condition tables, Account keys **[SD side]**
- Maintain condition records for tax condition types

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

Credit Management
- How to maintain the credit limit of the customer based on past transactions and payments
- Simple Credit Check
- Automatic Credit Check - Static & Dynamic Credit check
- Different types of Credit checks
- Release procedure for blocked documents as a result of credit limit exceeds
- How to maintain credit limit for New customers
- Real-time issues based on Credit Management

Rebate Processing
- Different types of rebate agreements
- The functionality of Verification Levels
- Rebate amount settlement process (Partial/Final settlement)
- Accounting entries for the rebate processing
- Real-time issues based on Rebate

SECTION XI: SD ADVANCED TOPICS

Consignment Sales

Free of charge [FD]

Cash Sales and Rush Orders

Contracts
- Quantity Contracts
- Value Contracts
- Assortment module
- Material specific value contract
- Service Contract

Contact the Trainer - K.Lakshmana Swamy +91 9550814011

SAP SD

S A L E S & D I S T R I B U T I O N

PROGRAM CURRICULUM

- SAP SD Tables
- Real-time functionality in Sales and Distribution
- Introduction to S/4 HANA Sales

Contact the Trainer - K.Lakshmana Swamy +91 9550814011