

## SAP- SD - Course Contents

### Section 1: Introduction

- Introduction to SAP
- Landscape of SAP
  - Two-System Landscape
  - Three-System Landscape
- Architecture of SAP

### Introduction to SAP SD

- Sales Area
- Sales Organization
- Division
- Distribution Channel
- Sales Group
- Sales Office

### Section 2: Enterprise Structure

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

### Session 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

### Session 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

### Session 5: Customer Complaints

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

### Session 6: Basic Functions

- **PRICING:**
  - Pricing Process:
    - Condition Tables
    - Access Sequence
    - Condition Types
    - Pricing Procedure
    - Pricing Procedure Determination
    - Condition Record Maintenance
  - Condition Supplement
  - Item Conditions
  - Header Conditions
  - Palette Discounts & Surcharges
- **Free Goods Determination**
  - Inclusive Method
  - Exclusive Method

- Revenue Account Determination
- Partner Determination
- Output Determination
- Material Determination
- Material Listing / Exclusion
- Credit Management
- Route Determination
- Incompletion Procedure
- 1Transfer of Requirements (TOR)
- Availability Check

### Session 7: Shipping

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

### Session 8: Billing

### Session 9: Customer Outline Agreements

- SCHEDULING AGREEMENTS
- CONTRACTS:
  - Quantity Contracts
  - Service & Maintenance Contracts
  - Rental Contracts
  - Value Contracts
  - Master Contracts

### Session 10: Special Business Process

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

### Session 11: Cross-Functional Integration

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

### Session 12: Cross Application

- **ASAP Methodology :**
  - Project Preparation
  - Business Blue Print (BBP)
  - Realization
  - Final Preparation
  - Go-Live & Support

### Session 13: Work Shop