

SAP SD

Curriculum



Development | Training | Consultancy

SAP SD

OVERVIEW : SALES & DISTRIBUTION

- Overview of ERP
- Organizational structures
- Sales and distribution aspect
- Materials management aspect

MASTER DATA OVERVIEW

- Working with Customer master Record
- Working with Material Master Record

PRE- SALES ACTIVITIES

- Sales Document structure
- Inquiries
- Quotations

CREATING, PROCESSING AND CONTROLLING

- Sales Document structure
- Creation of sales order with reference
- Item Categories
- Schedule lines Categories
- Copy Control
- Log of incomplete items

FAST MATERIAL ENTRY IN SALES ORDER

- Product Proposals
- Material Listing and exclusion
- Material Determination

SALES ORDER TYPES

- Rush order
- Cash Sales
- Free of charge deliveries

SAP SD

OUTLINE AGREEMENTS

- Quantity contract

Expert Level : 20 hours

PRICING

- Condition Technique
- Condition Type
- Access Sequence
- Condition Record
- Condition Table
- Price determination
- Definition and maintenance of prices, surcharges, and discounts

SPECIAL BUSINESS PROCESSES

- Consignments
- BOM

BILLING

- Creation of billing documents
- Controlling billing documents
- Overview of billing methods
- Revenue account determination
- Posting billing document to Accounts

SHIPPING

- Overview of shipping
- Shipping point and route determination
- Delivery processing

OTHER TOPICS

- Partner determination
- Output determination
- Credit management
- Free Goods



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