

SAP SALES & DISTRIBUTION (SD) COURSE CONTENT

❖ **SECTION I: DEFINE ENTERPRISE STRUCTURE:**

- Sap methodology
- Definition of document
- Document types in sales and distribution
- Enterprise structure in sales
- Definition and assign organizational elements.

❖ **SECTION II: CREATING MATER DATA:**

- Material master record
- Customer master record
- Customer material info records
- Condition master data
- Control tables
- Shared master data
- Partner functions
- Defining account groups for partner functions
- Creating no ranges and assignment

❖ **SECTION III: DOCUMENTS:**

- Document structure and tables - sales, deliveries, and billing
- Document types and function - sales, deliveries and billing
- Document control - document type, item category control and determination schedule line category control and determination
- Copy control - requirements data transfer routines, document flow and pricing type

❖ **SECTION IV: BASIC SETTINGS (CONDITION TECHNIQUE):**

- Pricing determination
- Material determination
- Listing / exclusion
- Revenue account determination
- Tax determination
- Output determination
- Tax determination
- Free goods determination

❖ **SECTION V: BASIC SETTINGS (OTHERS):**

- Item proposal
- Incompletion procedure
- Route determination
- Shipping point determination
- Delivery scheduling and transportation scheduling
- Blocking reasons
- Availability check
- Transfer of requirements

❖ **SECTION VI: DOCUMENTS PROCESSING:**

- Outline agreements - contracts and scheduling agreements
- Pre - sales processing - inquiry and quotation
- Order processing - standard order
- Returns order, returns delivery

- Consignment
- Contracts
- Customer complaints - credit memo request, debit memo request, invoice correction request
- Delivery processing - picking (transfer order), packing, posting goods issue
- Billing processing - methods, plans, invoice, Performa invoice
- Document grouping and splitting criteria

❖ **SECTION VII: SALES INFORMATION SYSTEM:**

- Lists and work lists
- ABAP list viewer
- Standards and flexible analysis
- Logistics information system (lis)

❖ **SECTION VIII: ADVANCED TOPICS:**

- Intercompany business processing
- Third party order processing
- Cross company stock transfers
- Returnable packing
- Bill of material
- Individual purchase order
- Rebate processing

