



## SAP -SALES AND DISTRIBUTION COURSE CONTENT

- 1. SAP – Introduction on R/3**
- 2. Pre-Sales Activities**
- 3. Basic Functions in SD**
- 4. Master data**
  - Organizational Structures
  - Business Partners
- 5. Sales Processing**
  - Creating and processing sales orders
  - Sales document types
  - Item categories
  - Schedule line categories
  - Partner determination
  - Contracts and scheduling agreements
  - Incompletion logs
  - Material determination, material listing/exclusion
  - Free goods
- 6. Delivery Processing**
  - Creating and processing deliveries
  - Controlling inbound and outbound deliveries
  - Packing
  - Packing Functions
  - good receipt and goods issue
  - Stock transfer with delivery

## **7. Billing Processing**

- Forms of Billing
- Credit and Debit memos
- Methods for creating Billing Documents
- Collective processing of billing documents
- Accounts Determination
- Business Area account assignment
- Special Features of SD & FI Interface

## **8. Pricing Procedures**

- Defining and maintaining prices, surcharges, and discounts
- Creating condition tables, access sequences, and condition types
- Using prices and other conditions in sales documents
- Promotions and Rebate processing

## **9. Cross Functional settings in SD**

- Copying control
- Output determination
- Text Control
- Overview of configuring printed documents in SD
- Introduction to basic system enhancements(user exits)
- Introduction to personalization (e.g. transaction variants)

## **Integrations & Advanced Level Topics:-**

1. FI Integration for Tree Management Console
2. HR – Enterprise Structure Creation for Multiple Locations.
3. PP – Integration with SD
4. DB 13 – For BASIS Back up – Module
5. Neatweaver – Basic settings for General Data Changes.
6. LSMW
7. Sample Real time Project on SAP SD Blueprint
8. Real time Support for Online Tickets.