



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.