

SAP SD - Sales & Distribution

- Enterprise overview and creation with cross module overview
- Overview of Enterprise structure and its relationship with MM and FI view
- Transaction process and its relationship
- Relationship between FI and SD
- Creation of org structures in Sales area and its corresponding units
- Sales Overview
- Process in Sales and Distribution
- Basics in Sales and Distribution transaction
- Sales document structure
- Presales process to complete sales document
- Sales transaction and its basics
- Sales Organizations and enterprise architecture
- Sales org's units and its contents creation and assigning
- Org units in sales process and objectives
- Sales order creation and understanding the business needs and information
- process and its relationship
- Sales order processing from the SAP point of view
- Information process in sales view: Where and how the sales order is being processed
- Understand and create Business partners and master data
- Automatic information process in sales view like plants
- Exploring business process in sales order.: changes to sales order docs
- Understand the sales process blocks
- The behavior and control of sales docs with sales doc types
- The business objectives and its importance
- Function and process in controlling and customizing sales doc types
- Business process in sales and its functions
- phases in sales and its doc category types and how to control sales doc types
- Doc types functions
- Customizing doc types for sales process and assigning to specific sales areas
- Process and functions and customizing of the sales doc types
- Sales doc types and its comparison
- Modifying the sales doc types with item category according to the business
- needs
- Key Process in determining and customizing the item categories and its examples
- and its purpose
- Item category functionality overview, and variation, and its outcome

- Creating of Item category and linking them to customized sales doc types
- Item Categories and item Category Determination
- How to create and process with different functionality and its rules
- The flow of screens in sales
- Understanding of document flow and completion status of the doc process
- Special Business sales process and its transaction
- Order types, output types, and how delivery is planned if certain goods are to be free or priced
- Consignments: business process and its various special issues in business process
- The nature of the order type and the business requirements. Fill-up, pick-up, issues,
- Billing Document process in Incompletion
- What are the impacts of incompletion rule and its behavior in sales docs controlling the Incompletion log
- At what level it is used and how
- Logistics process following sales documents and orders in SD
- Outbound delivery overview
- Outbound delivery creation; Full and Partial
- Posting Goods Issue: Stock monitoring and control
- Billing and Customer Invoices
- Billing Document Overview
- Billing Process: Full and Partial
- What and who are business partners and its determination
- How to configure the business partners and its business needs
- Partner functions and nature of relation ship
- Partners in sales process
- Customer Master and Account Group
- Role of partner function per account groups
- Partner determination and its procedures
- Partner determination for sales documents
- Pricing Determination at sales document level
- Pricing Overview
- Condition Technique
- Configuring pricing as per different requirements
- Condition Types and Access Sequence
- Determination and processing of pricing
- Pricing Scenarios
- Credit Management
- Credit Management Overview
- Controlling and monitoring Credit Master against Customers
- Configuring different credit checks at document level

- Automatic Credit Checks and controls
- Material Determination
- Material inclusion and Material Exclusion
- Creation of Material Determination Master Record
- Procedure in condition technique listing and exclusion
- Hands on material determination and product selection and material Listing and
- material Exclusion
- Free goods and its sales process
- Understanding business process and needs in free goods concept overview
- Exploring free goods and customizing free goods
- Hands on free goods process. Condition technique, free goods master data, free goods calculation rule
- Special Sales Process: Third Party Items
- Configuration, Monitoring of third party items sales scenario
- Special Sales Process: Cross-Selling / Inter Company Sales
- Configuration, Monitoring of Inter-Company sales scenario
- Sales Scenarios: Test your skills