

SD - Sales & Distribution with SAP ERP

Course Overview

(ERPs) Enterprise Resource Planning systems integrate all the data and processes of an organization into a single unified system. Any organisation needs to sell either a product or a service. SAP SD is one of the core modules of SAP R/3 ERP which is used to complete the sales cycle within an organisation. The main functionality within SD includes Sales Order Management, Pricing, Delivery, Shipping and Billing.

Objective

The training prepares learners with a complete knowledge of the Sales Cycle implementation using SAP. Students will learn to perform the functional duties of an SAP SD Consultant and develop a strong conceptual and practical knowledge in all areas of the SD module. Delegates will also learn to create and customise master data related to the SAP Supply Chain Management-Order Fulfilment module. Please read through the following course outlines for SAP SD training course.

Course Outline

Procurement Process

Organizational Units and Organizational Structures in Sales

Master Data

Customer Master / Material Master

Field Control for Customer and Material Master

Customer-Material Info Record

Sales

Sales Document Processing - Basics

Sales Document Types

Item Categories and Schedule Line Categories

Copy Control

Partner Control

Availability Check " Basics

Outline Agreements

Special Business Transactions

Incompleteness Control

Free Goods and Free-of-Charge Items

Material Determination, Listing and Exclusion

Reporting " Basics

Cross-Functional Customizing in SD

SAP Solution Manager

SD Implementation experience (project or case study)

Shipping

Delivery Processing - Basics

Delivery Types and Item Categories

Picking, Packaging and Goods Issue

Scheduling

Routing and Route Determination

Pricing

Pricing Processing - Basics

Condition Technique

Condition Records

Rebate Processing

Billing

Billing - Basics

Billing Types

Complaint Documents

Billing Plan

Account Determination

Interface SD/FI

Principles of processing billing

Sales and Distribution/Financial Accounting interface

