

SAP SD Topics

Introduction

- ERP Business Scenario.
- ERP Products.
- Job opportunities for SAP professionals.
- SAP Functional Modules.
- SAP Easy Access and IMG.
- SD – MM – PP – FICO Integration areas.
- ASAP Methodology.
- System Landscape.
- BPR (Business Process Re-Engineering).

Enterprise Structure

- Client, Company, Company code, Credit Control Area, Business Area.
- Sales Organization, Distribution Channel, Division
- Sales Office, Sales group, Sales Person.
- Plant, Storage Location, Lean Warehouse Management.
- Shipping Point, Loading Point, Transportation Planning Point.
- Unloading Point, Receiving Point, Department.

Business Processes

- Inquiry.
- Quotation.
- Standard Order.
- Delivery.
- Billing.
- Incoming Payments.

Special SD Business Processes

- Cash Sales.
- Rush Order.
- Free Of Charge Deliveries.
- Free Of Charge Subsequent Deliveries.
- Third Party Order.
- Individual Purchase Order.
- Contracts.
- Scheduling Agreements.
- Consignment Stock Process.
- Inter – Company Sales Processing.
- Returns.
- Credit Memo/ Debit Memo.
- Invoice Correction Request.
- Make- to- Order.
- Project Systems

Master Data

- Customer Master Data.
- Material Master Data.
- Customer Material Information Record.
- Item Proposal.
- BOMS (Bills of Materials: Single and Multiple
- Conditions (Pricing /Discounts/Freight/Taxes etc).
- Common Distribution Channels/Common Divisions.

Basic Functions

- Condition Technique.
- Pricing with Scales.
- Free Goods (Inclusive & Exclusive types).
- Material Determination.
- Material Listing /Exclusion.
- Dynamic Product Proposal.
- Cross Selling.
- Partner Determination.
- Account Determination.
- Output Determination.
- TEXT Determination.
- Credit Management / Risk Management.
- Availability Check.
- Incompletion Log.

Sales

- Sales Document Header.
- Sales Document Item.
- Schedule Line Categories.
- Sales Summary.
- Copy Control.
- Back order Processing.
- Re-Scheduling.

Shipping

- ills Multiple-Level).
- Shipping Doc types.
- Item Category.
- Picking / Packing.
- PGI (Post Goods Issue).
- Incoterms.

Technical Knowledge

- Reports.
- IDOC.
- Tables.

Billing

- Billing Document Types.
- Billing Plans (Periodic Billing / Milestone Billing).
- Rebate Processing.

Sales Information System (SIS)

- Info structures.
- Standard Analyses.
- Flexible Analyses.

Credit Management

- Transfer of requirements (TOR).
- Availability Check.
- Shipping and Transportation.
- Batch Management.
- Rebates.
- Variant Configuration with Pricing.

Integration on

- SD-MM.
- SD-PP.
- SD- FICO.

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