

SAP SD Course Curriculum

Day-1: Sales / Enterprise Overview, Master Data

What is SAP

- What is **enterprise resource planning**
- What is financial accounting
- What is Human Capital Management
- SAP GUI Navigation – 2010 Version

SAP SD Training - Sales Overview

- Introduction to *SAP Sales and Distribution Module*
- Business Scenarios in **SAP Sales and Distribution**
- SAP SD documents (ex: Sales order, Delivery, Billing) and structure
- SAP SD Document Flow Overview

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
- Relation between SAP FI and **SAP SD**
- common distribution channels and divisions
- SAP SD enterprise structure exercise
- SAP MM enterprise structure (optional)

Master Data: what and who are business partners and its determination

- How to configure the business partners and its business needs
- Partner functions and nature of relationship
- Partners in sales process
- Customers Master and Account Group
- Role of partner function per account groups
- Partner determination and its procedures
- Partner determination for sales docs

Master Data: Materials, Info Records, Output, Pricing

- Data origin in sales documents
- Material master data (Sales Views)
- Product hierarchy
- Customer material information records
- MB1C: How to create material stock in SAP
- How to create customer material info record VD51 in SAP
- Output master data and analysis
- Pricing master data and analysis

Day-2: Sales Order, Pre-Sales, Sales Doctypes, Availability Check

Sales order creation and understand the business needs and information process and its relation

- Sales order processing Make to Stock (MTS) Overview
- 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: e.g. plants

- Exploring business process in **sales order**: changes to sales order docs
- Understand the *sales process* blocks
- Number ranges
- How to create item proposal
- How to create inquiry in **SAP SD**
- How to create quotation
- How To create sales order
- SAP sales document

Pre-sales and post-sales activities in SAP SD

- Pre-sales documents
- Pre-sales support
- post-sales activities

The behavior and control of sales docs with sales doctypes

- The business objectives and its importance
- Function and process in controlling
- *Business process in sales* and its functions
- Phases in sales and its doc category types and how to control sales doctypes
- **Sales document types functions**

Modifying the sales doctypes with item category according to the business needs

- Key Process in determining the item categories and its examples and its purpose

- Item category functionality overview, and variation, and its outcome
- Item categories and item category determination
- BOM : Bills of Materials in sales doc and its purpose in **sales process**
- How to create and process with different functionality and its rules

SAP SD Training - Sales document and item schedule control

- The nature of the doctype and its categories: schedule line and its functionality
- Schedule line category determination
- Sales document and item schedule control

Availability Check and Transfer of Requirements

- Availability Check (ATP)
- Transfer of sales requirements

The flow of screens in sales and data transformation from doctype to doctype

- Understanding of doc flow and completion status of the doc process
- Copying control in Sales docs and its usage

SAP SD Module - Document process in In-completion

- What are the impacts of incompleteness rule and its behavior in sales docs
- How to customizing the incompleteness for a given sales doc
- Controlling the incompleteness log
- At what level it is used and how

Day-3: Delivery Processing, Billing, Outline Agreement

Delivery Processing

- All about consignment process
- Delivery document type
- Delivery item category
- *Order Management* - creating deliveries
- Shipping point and route determination
- Delivery monitor in *SAP sales and distribution training*
- Picking, posting goods issue

SAP SD Module - Billing

- Forms of billing
 - Invoices based on deliveries and services
 - Special billing types such as credit and debit memos
- Methods for creating billing documents
 - Collective processing of billing documents
 - Billing due list
 - Invoice split analysis
 - Proforma invoices
- Revenue account determination
- Billing payment terms (FI-AR)
- Special features of the SD/FI-CO interface
- Credit card Monitoring report

Special Business sales process and its transaction

- Customer Complaint Processing

- Returns
 - Credits Memos
 - Debit Memos
 - Invoice Corrections
- Define and assign blocking reason in SAP

Basic Functions in Sales and Distribution

- Text determination
- Output determination
- Price determination

SAP SD Course - Outline agreements and its overview

- Understanding of outline agreements
- Sales doctypes for different outline agreements
- How to schedule outline agreement
- Quantity contract
- Messages about open outline agreements
- How the data is activated for contracts; and how to determine the dates for these kind of contract agreements
- 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
- What is condition exclusion group
- Assign condition types to exclusion group

SAP SD Training - 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

Day-4: Enterprise Structure

- Definition:
 - SAP Sales and Distribution
 - Sales Org (Hint: copy from SO01)
 - Distribution Channel
 - Sales office
 - Sales Group
 - SAP SD module - Logistics General
 - Plant
 - Division
 - [Materials Management](#)
 - Storage Location
 - Logistics Execution
 - Shipping Point (Hint: copy from SP01)
 - Loading Point
 - Define company
 - Define company code
 - Define new company by copying existing company code

- Define business area
- SAP SD course - Assignment
 - Sales org to company code
 - Distribution channel to sales org
 - Division to sales org
 - Creating a sales area in SAP SD
 - Sales office to sales area
 - Sales group to sales office
 - Plant to sales org / distribution channel
 - Business area account assignment
 - Define rules by sales area
 - Assign business area to plant and division
 - Plant to company code
 - Shipping point to plant
- Consistency Check
 - Check enterprise structure for sales and distribution
- Sales and Distribution - Master Data
- Define common distribution channels
- Define common divisions
- Sales
 - Sales of non-stock item with order specific procurement

- Returnable processing
- Cross-company sales order processing
- Sales order processing with customer down payment
- Sales third-party process with subcontracting
- Sales: period end closing operations
- Sales Documents
 - Sales document header - define sales document types
 - Sales document item - define item category & assign item categories
 - Schedule lines
- Maintain copy control for sales documents
 - Copying control: sales document to sales document
- Tax configuration
 - Define procedure
 - Define condition types
 - Assign country to calculation procedure
 - Specify structure for tax jurisdiction code
 - Define Tax codes
 - Assign tax codes for non-taxable transactions
- Billing
 - Define Billing Types
 - Define billing types
 - Maintain copying control for billing documents
 - Retroactive billing

- Basic Functions
 - Pricing
 - Define condition types
 - Define access sequences
 - Define condition tables
 - Define and assign pricing procedures
 - Define condition tables
 - Define and assign pricing procedures
 - Determine pricing by item category in SAP
 - Transfer of PRICAT-messages
 - Availability Check and Transfer of Requirements
 - Availability Check
 - Availability check with ATP logic or against planning
 - Transfer of Requirements
 - Determination of requirement types using transaction
 - Define requirements types
 - Define requirements classes
 - Partner Determination
 - Set up partner determination
 - Set up partner determination for customer master
 - Set up partner determination for sales document header

- Text Control (Hint: for your reference only)
 - Define text types
 - Customer – sales & distribution
 - Sales document (header)
 - Define access sequences for determining texts
 - Customer – sales & distribution
 - Sales document (header)
 - Define and assign text determination procedures
- Log of incomplete items
 - Define incompleteness procedures
 - Assign incompleteness procedures
 - Assign procedures to the sales document types
 - Define Status Groups
- Credit management / risk management
 - Credit management
 - Define Credit Groups
 - Assign Sales Documents and Delivery Documents
 - Define Automatic Credit Control

Day-5: Output Control, Logistics Execution

- **SAP Sales and Distribution - Output Control**
 - Output Determination
 - Output determination for sales activities
 - Output determination using the condition technique
 - Maintain output determination for sales documents
 - Maintain output types
 - Define access sequences
 - Define condition tables
 - Maintain output determination procedure
 - Assign output determination procedures
 - Maintain output determination for billing documents
 - Maintain output types
 - Define access sequences
 - Define condition tables
 - Maintain output determination procedure
 - Assign output determination procedures
- **SAP SD Training - Account assignment / costing**
 - Revenue account determination : assign G/L accounts
- **Material determination**
 - Maintain prerequisites for material determination
 - Assign procedures to sales document types
- **Listing / Exclusion**
 - Maintain listing/exclusion types
 - Maintain access sequences for listing / exclusion
 - Procedures for maintaining listing/exclusion

- **SAP SD Course - Logistics execution**
- Shipping
 - Basic shipping functions
 - Shipping point and goods receiving point determination - assign shipping points
 - Routes
 - Define routes - define routes and stages
 - Route determination - maintain route determination
 - **SAP Sales and Distribution - Deliveries**
 - Define delivery types
 - Define item categories for deliveries
 - Picking
 - Determine picking location - define storage conditions
 - SAP foreign trade module, transaction codes and tables