

SAP SD Training Syllabus

INTRODUCTION:

- SAP Introduction
- ERP Introduction
- SD flow

ENTERPRISE STRUCTURE:

- Definition
- Assignment
- Organizational structure
- Maintain company codes for materials management
- Material types

MASTERDATA:

- Customer master
- Material master
- Customer Info Record
- Factory calendar

SD FLOW:

- Inquiry
- Quotation
- Sales order
- Delivery
- Billing

PRICING:

- Customization of Pricing
- Pricing determination
- Customization of condition type
- Create condition table
- Create access sequence
- Customization of condition table
- Create Access sequence
- Maintain condition record
- Customization tax



ACCOUNT DETERMINATION & SHIPPING POINT DETERMINATION:

- Automatic account determination
- Plant parameters
- Initial stock upload
- Stock overview
- SD Account determination
- Shipping point determination

OUTLINE AGREEMENT:

- Contract
- Scheduling agreement

SPECIAL SALES PROCESS:

- Consignment
- Bill of materials
- Free goods

DIFFERENT TYPES OF SALES PROCESS:

- Cash sale
- Rush order
- Item proposal
- Material determination
- Listing and Exclusion

AVAILABILITY CHECK:

- Transfer of requirement
- Availability check

CREDIT MANAGEMENT:

- Customization and configuration of credit management

SALES DOCUMENT TYPES

- Sales document header
- Item Category
- Schedule line category



PARTNER DETERMINATION:

- Customization partner determination

ASAP METHODOLOGY:

- Project preparation
- Blue print
- Realization
- Final preparation
- Go live and support