

Sales and Distribution (SAP SD)

40-hour Training

This module helps to optimize all the tasks and activities carried out in sales, delivery and billing. Key elements are: pre-sales support, inquiry processing, quotation processing, sales order processing, delivery processing, billing and sales information system.

SAP SD application components fulfill many of the international requirements that supports the sales and distribution activities with functions such as pricing and conditions, customer order processing, delivery monitoring, billing, credit and risk management.

This configuration course of SAP SD covers the latest release of SAP ERP Central Component 5.0 and 6.0. The course focuses on the complete end-to-end implementation of functionality related to the Sales and Distribution (SD) module. It will be helpful to SAP professionals who desire to utilize the SD module to its fullest capability.

Sales Over view:

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 organization's units and its contents creation and assigning

Organization units in sales process and objectives

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 FI and SD

Creation of org structures in Sales area and its corresponding units

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

Sales order processing from the SAP point of view

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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 documents

Understand the sales process blocks

The behavior and control of sales documents 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 document category types and how to control sales document types

Document type functions

Customizing document types for sales process and assigning to specific sales areas

Process, functions and customizing of the sales document types.

Sales doc types and its comparison

Modifying the sales document 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, variation, and its outcome

Creating of Item category and linking them to customized sales document types

Item categories and item category determination

BOM : Bill of materials in sales document and its purpose in sales process

How to create and process with different functionalities and its rules

Sales document and item schedule control

The nature of the doc type and its categories: schedule line and its functionality

Exploring schedule line categories

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The process and functions in creating and linking schedule line categories to sales document types

The flow of screens in sales and data transformation from document type to document type

Understanding of document flow and completion status of the document process

Copying control in sales documents and its usage

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 for incompleteness

What are the impacts of incompleteness rule and its behavior in sales document

How to customize the incompleteness for a given sales document

Controlling the Incompleteness log, at what level it is used and how

Business partner selections

How to configure the business partners and their business needs

Partner functions and nature of relationship

Partners in sales process

Customers Master and Account Groups

Role of partner function per account groups

Partner selection processes

Partner selection for sales documents

Outline agreements and its overview

Understanding of outline agreements

Sales document types for different outline agreements

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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 kinds of contract agreements

Creation and exploring contracts to complete the processes defined in agreements.

Scheduling agreements, Rental contracts, Value contracts and Partners authorization to release

Customizing categories in the value contract

Material Determination

Material inclusion and 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

Enjoy SAP Reward - Sales Scenarios. Test your skills