

SAP Online Training in SAP SD (Order fulfillment)

I. Introductions to SD:

- Introduction to ERP
- SAP Overview
- Functions and Objectives Of SD
- Overview Cycle of SD
- Organizational structure of an Enterprise in the SAP ECC system
Creation Of Organizational Elements – Company, Company code, Plant, Storage Location, Sales organization, Distribution channel, Sales Office, Sales group and Assignments

II. Master Data:

- Material Master
- Customer Master
- Customer Material Information record

III. Pricing Process and Determination:

- Pricing Condition technique overview
- Define Access sequence
- Define Condition Types
- Define pricing procedures
- Pricing procedure determination
- Pricing conditions in sales order
- Pricing conditions in Invoicing

IV. Document Types for Pre sales and Sales Documents:

(IN, QT, Contract and Schedule Agreement, OR-Order):

- Define Document types
- Define Number Ranges for Document Type
- Defining Sales document types with controls
- Sales Item category defining and controls
- Schedule line categories
- Item category and schedule line categories determinations

VI. Sales Cycles - sales processes

- Sales Inquiry Process
- Sales Quotation Process
- Contracts processing
- Sales Order Process
- Delivery and Shipping process
- Invoicing Process
- Credit and Debit Memo process
- Credit Sales Process
- Cash Sales process
- Rush Order process

VII. Free goods Processing:

- Free goods process overview
- Free goods Condition technique
- Exclusive and Inclusive free offers

VIII. SD Basic Functions

- Partner determination process
- Output determination process
- Text determination process
- Material determination
- Transfer of requirements
- Availability check process
- Incompletion process
- Listing and Exclusion
- Route determination process
- Working with Bill of Materials

XI. Special Sales Special Processes :

- Consignment Sales process
- Stock transport order
- Third party process
- Returnable transport packaging – RTP
- Intercompany Sales
- Rebates processing

XII. Invoicing Plans

- Periodic Invoicing
- Milestone billing

XIII. Variant Configuration

- Variant Configuration Overview
- Configuring variant configuration process
- Working with variants & variants pricing
- Testing scenarios in variant pricing

XIV. Revenue Account Determination:

- Integration of SD with FI/CO
- Revenue account determination process
- Revenue account determination
- G/L account determinations

XIV. Integration With Other Modules and support:

- Integration of SD with FI/CO
- Integration of SD with MM
- Integration of SD with PP
- Idocs handling
- Batch Jobs handling
- Support Projects Handling documentation
- Implementation Projects handling & documentation
- Resume Preparation
- Interview preparation