

- 1. Introduction Sales and Distribution**
- 2. Enterprise Structure**
- 3. Partner Determination**
- 4. Master Data (Customer Master, Material Master, Customer Material Info Record)**
- 5. Processing Sales Document :**
 - Standard Sales Process Process System
 - Sales Document Structure
 - Defining Sales Document type
 - Defining Item Category type
 - Item Category Determination
 - Defining Schedule line category
 - Schedule line category determination
 - Maintaining copying control for sales document category
- 6. Basic Function**
 - Incompletion Log
 - Pricing
 - Free Goods determination
 - Material Determination
 - Material Listing and exclusion
 - Output determination
 - Tax Determination
 - Credit Management
 - Transfer of Requirement
 - Availability Check
- 7. Shipping:**
 - Shipping Process
 - Delivery Creation
 - Creating Individual Delivery
 - Collectively Processing Documents
 - Delivery without Sales Order
 - Setting Up the Delivery Type
 - Defining Delivery Item Categories
 - Determining Delivery Item Category
 - Setting Up Copy Controls for Deliveries
 - Determining the Shipping Point
- 8. Billing**
 - Introduction to Billing
 - Creating Billing Document
 - Defining Billing type
 - Copy Controls in Billing
 - Invoice List
- 9. Different type of sales document (Discussion)**
- 10. Discussion about different type of SAP Project**
- 11. Discussion for Interview preparation , Interview question**

