



**SAP SD (basics to advanced)**  
**Course Curriculum**

**Description**

**SAP SD (Sales and Distribution)** is the largest module in SAP and manages all organizational processes from order to delivery. SAP SD optimize all activities and tasks carried out in billing, sales and delivery, credit and returns, and integration with financials.

Because of huge demand of SAP SD Consultants in the market, most of the Sales and Marketing professionals, other SAP consultants and beginners are all motivated to learn SAP SD.

This SAP SD training will cover all basic to advanced level of Sales and Distribution management process and its Configuration & Integration on SAP SD Application tool such as:

- Master data creation
- Shipping Process & Customization
- Pricing & Condition techniques
- Sales & Customer Handling process
- Sales Documentation & Customization Process

- Billing process & Customization
- Basic & Cross functioning
- Organizational Structure and availability check

### **SAP SD - course syllabus**

#### I. Introduction to SD

Introduction to ERP

SAP Overview

Functions and Objectives Of SD

Overview Cycle of SD

#### II. Organizational structure of an Enterprise in the SAP ECC system

Navigation basics- Easy access, favorites, settings

Creation of Organizational Elements – Company, Company code, Plant, Storage Location, Sales organization, Distribution channel, Sales Office, Sales group and Assignments

#### III. Master Data

Material Master

Customer Master

Customer Material Information record

#### IV. 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

#### V. Document Types for Pre sales and Sales Documents

(IN, QT, OR, QC, WK1, WK2, CS, RO, CR, DR) - vov8

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- Configuring credit checks, risk categories  
Cash Sales process  
Rush Order process

VII. Free goods processing  
Free goods process overview  
Free goods Condition technique  
Exclusive and Inclusive free offers

VIII. Revenue Account Determination:  
Integration of SD with FI/CO  
Revenue account determination process  
Revenue account determination  
G/L account determinations

IX. 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

X. Special Sales Special Processes :  
Consignment Sales process  
Stock transport order  
Third party process  
Returnable transport packaging – RTP  
Intercompany Sales  
Rebates processing

XI. Invoicing Plans

Periodic Invoicing

Milestone billing

XII. Variant Configuration

Variant Configuration Overview

Confuting variant configuration process

Working with variants & variants pricing

Testing scenarios in variant pricing

XIII. 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

**Who this course is for:**

- SAP SD Consultants / Managers / End Users
- Anyone aspiring to become SAP SD Consultant / Manager
- SAP SD S4HANA Consultants
- SAP S/4HANA Sales Consultants
- SAP & ERP Professionals
- SAP Functional Consultants
- Business Analysts & Consultants
- Project Managers & Supervisors
- Anyone looking forward to start SAP career