



SAP SD (comprehensive) – course syllabus

1. SAP Basic Introduction
2. SAP System Landscape & Architecture
3. Enterprise Structure Configuration
4. Assignment of Enterprise Structure
5. Master Data (Customer Master data Configuration)
6. Customer Master (Setup Partner determination)
7. Customer Master Data Configuration
8. Material Master Record
9. Customer Material Info Record (CMIR)

10. Sales Document Processing
11. Item Category Configuration & Assignment
12. Schedule Line Category Configuration & Assignment
13. Pricing Configuration with Condition Techniques
14. Pricing Configuration with Condition Record
15. Free Goods
16. Material Determination
17. Material Listing & Exclusion
18. Revenue Account Determination
19. Special Sales Order
20. Agreement & Contracts
21. Customer Complaints
22. Shipping Point Determination
23. Shipping & Delivery Creation & Configuration
24. Picking , Packing & PGI Process
25. Billing Creation & Configuration
26. Copying Controls
27. Incompletion Procedures
28. Third Party Sales Order
29. Cross Selling
30. Consignment Sales Order
31. Project Orientation Training
32. Implementation Process Flow
33. Support Process Flow