

SAP Sales & Distribution
(end to end)

SAP Sales & Distribution (end to end) - Course
Syllabus

INTRODUCTION TO SAP ENVIRONMENT

- Sap Evolution
- Sap Project Environment
- Sap Ides System
- Business Process
- Sap Clients
- System Landscape And Transportation System
- Asap Methodology And Solution Manager
- Logon To Sap System



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- R/3 Architecture ENTERPRISE STRUCTURE
- Organisational Unit
- Definition Of Organisational Elements
- Assignment Of Organisational Elements
- View Organisation Structure MASTER DATA • Customer Master Data • Material Master Data
- Conditions Master Data
- Customer Material Info Record BASIC FUNCTION
- Account Groups
- NumberRanges
- Partner Determination Procedure
- General Settings (Integration With All)
- Material Type And Industry Sector
- Stock Updation (Integration Sd & Mm)
- Stock Overview (Integration Sd & Mm)
- Search Stategy SALES DOCUMENTS
- Sales Document Overview
- Sales Document Header Level
- Sales Document Item Level
- Sales Document Schedule Line Level
- Item Category Determination
- Schedule Line Determination
- Defining And AssingingNumberRanges
- Sales Document Types Assignment To Sales Area
- Copy Control

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- Processing Sales Order
- Sales Document Functions PRICING
- Pricing Overview • Working With Condition Records
- Components Of Condition Techniques
- Condition Tables
- Access Sequence
- Condition Type
- Pricing Procedure
- Pricing Procedure Determination
- Upper And Lower Limits
- Pricing Flow
- Pricing Report
- Condition Master Data - SHIPPING & PICKING
- Shipping & Picking Overview

- Overview Of Shipping
- Organisational Units In Shipping
- Defining Shipping Point And Determination
- Defining Picking Point And Determination • Storage Location Determination • Delivery Document Type
- Scheduling (Backward And Forward)
- Overview Of Route
- Pgi & Pgr
- Delivery Item Category Determination - BILLING
- Functional Overview

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- Billing Document Type
- Defining And Assigning Number Ranges
- Rad (Integration Sd & Fi)
- Rebates Process - SALES PROCESS DETAILED CONFIGURATION PRE SALES
- Inquiry • Quotation ORDER
- Standard Order SPECIAL SALES DOCUMENTS
- Cash Sales • Rush order
- Consignment Fill up
- Consignment Issue
- Consignment Return
- Consignment Pickup OUTLINE AGREEMENTS
- Quantity Contracts • Material Relevant Value Contract

- Value Contract General
- Master Contract
- Service Contract
- Scheduling Agreement COMPLAINTS
- Credit Memo
- Debit Memo
- Returns
- SDF (Subsequent Delivery Free of Charges) –
- Free Delivery –
- Invoice Correction - AD

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