

SAP SD (Sales and Distribution)

Group rates available – Inquire for more details

Duration: 60 hours

Objective

- At the end of the course students should be able to use SAP SD module as an efficient tool to perform their duties as a SD consultant

Prerequisites

- Participants should have minimum 1 year business experience and fair knowledge of sales & distribution

Included Labs

- As per the training manual provided

Course Content

Sales Overview

- Processes in sales and distribution
- Sales and distribution transactions
- Sales documents
- Presale process
- Details of sales transaction
- Units of a sales organization and its contents
- Organizational units in sales process; objectives

Enterprise overview and creation with cross module overview

- Overview of an enterprise structure and its relation ship with Materials Management and Finance modules
- Transaction process
- Creation of organizational structures in sales area and its corresponding units

Sales order creation/information process

- SAP point of view of sales order processing
- Information process - where and how the sales order is being processed
- Create business partners and master data
- Automatic information process in sales view
- Exploring business process in sales order; Changes to sales order documents
- Understand the sales process blocks

Behaviour and control of sales document types

- The business objectives and its importance
- Function and process in controlling and customizing sales document types
- Business process in sales and its functions
- Phases in a sales process and its document category types and controlling sales document types
- Customizing document types for sales process and assigning to specific sales areas
- Process and functions and customizing of the sales document types
- Sales document types and its comparison

Modifying the sales document types with item category according to the business needs

- Key Process in determining and customizing the item categories and its examples and its purpose
- Item category functionality overview, and variation, and its outcome
- Creating of item category and linking them to customized sales doc types
- Item categories and item category determination
- BOM : Bills of materials in sales document and its purpose in sales process
- How to create and process with different functionality and its rules

Sales document and item schedule control

- The nature of the document type and its categories; schedule line and its functionality.
- Exploring schedule line categories
- The process and functions in creating and linking schedule line categories to sales document types

The screen flow in sales and data transformation

- Understanding of document flow and completion status of the document process
- Copying control in sales docs and its usage

Special Business sales process and transaction

- Order types, output types, and how delivery is planned if certain goods are to be free or priced
- Consignments - business process and its various special issues in business process
- The nature of the order type and the business requirements - fill-up, pickup, issues, billing

Document process in incompleteness

- What are the impacts of incompleteness rule and its behaviour in sales documents
- How to customize the incompleteness for a given sales document
- Controlling the incompleteness log
- The level it is used

Business partners and its determination

- How to configure the business partners and its business needs
- Partner functions and nature of relationship
- Partners in sales process
- Customers master and account group
- Role of partner function per account group
- Partner determination and its procedures
- Partner determination for sales documents

Outline agreements and its overview

- Understanding of outline agreements
- Sales document types used for different outline agreements
- How to schedule an outline agreement
- Quantity contract
- Messages about open outline agreements
- How the data is activated for contracts and how to determine the dates for these types of contract agreements
- Creation and exploring them to complete the process in agreements
- Scheduling agreements, rental contract, value contract and partners authorization to release
- Customizing for item categories in the value contract

Material Determination

- Material inclusion and mat exclusion
- Creation of material determination master record
- Procedure in condition technique listing and exclusion
- Hands on material determination and product selection and material listing and material exclusion

Free goods and its sales process

- Understanding business process and needs in free goods concept overview
- Exploring free goods and customizing free goods
- Hands on free goods process. Condition technique, free goods master data, free goods calculation rule
- Sales Scenarios