SAP SD Syllabus

Module 1: Overview of SAP ERP

What is SAP ERP

SAP Project environment

SAP Ides system

Logon to SAP System

SAP GUI Navigation

Module 2: SAP SD Overview

Introduction to SAP SD

Importance of SAP SD in business scenario

SAP Sales Document

SAP SD Structure

Module 3: Enterprise structure

Define organisation unit

Distribution channel

Sales area

Mapping real-world business scenarios with SAP SD

Understanding of Organisational element

Assignment of organisation element

Enterprise structure with SAP SD

Module 4: Master Data in SAP SD

Introduction to Master Data

Master Data of material

Master Data of customer

Condition master data

Customer material information records

Price master data

Module 5: Sales processes

Management of Sales order

Sales order processing

Business process in sales order

Understand sales process block

Manage inquiry

Create quotation

Create sales order

Delivery and shipment process

Handle creation of invoice

Module 6:Sales Document

Overview of Sales document

Sales document item level

Schedule line level of SAP Document

Determine Item category

Assignment of sales document type to sales area

Sales document functions

Module 7:Pricing and Taxation

Overview of pricing and taxation

Condition records

Define condition type

Understanding condition techniques

Condition table

Pricing procedure

Determination of pricing procedure

Determination of tax

Structure of tax jurisdiction code

Define tax code

Assignment of tax code to nontaxable transaction

Module 8: Credit and Risk Management

Introduction to Credit and Risk Management

Monitor customer Credit limit

Determination high-risk customer

Automatic credit control

Integration with a finance module

Module 9: Shipping and Picking

Determination of shipping point

Creating delivery
Determine Delivery item category

Determine the optimal route for delivery

Delivery document type

Manage transportation

Plane and execute shipments

Defining picking point

Determine picking route

Module 10: Billing

Functional overview of billing

Methods of creating billing document

Type of billing document

Integration of SD with finance(FI)

Terms of billing payment

Module 11: Outline agreement

Overview of Outline Agreement

Different outline agreement

Schedule outline agreement

Quantity contract

Master contract

Service contract

Create material relevant value contract

Create material determination master record

Module 12: Integration

SAP SD and SAP MM Integration

SAP SD and SAP FICO Integration

SAP SD and SAP PP Integration

Module 13: Special process in SAP SD

Management of third-party sales

Process intercompany transactions

Management of consignment sales

Process credit and return memos.

Module 14: Hands-on implementation

Module 15: Live projects