SAP- SD - COURSE CONTENTS

Duration   : 7 Weekends (Sat & Sun : 4 Hours Each Day)
No. Of Hours : 56 Hours.

Introduction to SAP

- Overview of SAP
- Sub modules of SAP-SD
- Navigation, Menu path.
- Different Releases
- Landscapes

Sales Overview

- Process in Sales & Distribution
- Basics in Ales & Distribution Transaction
- Sales Document Structure
- Sales Transaction and its Basics
- Sales Organization and its Enterprise Architecture
- Sales Org Units and its contents Creation and Assigning
- Org Units in Sales process and objectives

Enterprise Overview and Creation of Cross module Overview

- Overview of Enterprise structure and its relationship with MM and FICO
- Transaction process and its their relationship
- Relation between FI,MM, PP and SD Modules
- Creation of Org structures in Sales Area and its corresponding units

Sales order creation and understand the business needs and information process and its relation

- Sales order processing from the SAP point of view
- Information process in sales view: Where and how the sales order being processed
- Understand and create Business partners and Master Data
- Automatic Information process in sales view: Eg. Plants
- Exploring business process in sales order changes to sales order docs.
- Understand sales process blocks

Behavior and control of sales docs with sales doc types

- *The Business objective and its importance*
- Function and process I controlling and customizing sales doc types

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- Business process in sales order and its functions
- Phases in sales and its doc category types and how to control sales doc types
- Doc type functions
- Customizing doc types and sales process and assigning to specific sales areas
- Process and Functions and customizing of the sales doc types
- Sales doc types and its comparison

Modify Sales doc types with item category according to the business needs

- Key process in determining and customizing the item categories and its examples and its purposes
- Item category functionality overview, 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 material in sales doc 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 doc, type and its categories : Schedule line and its functionality
- Exploring schedules and its categories
- The process and functions in creating and linking schedule line categories to sales doc types

The flow of screens in sales and data transformation from doc type to doc type

- Understanding of doc flow and completion status of the doc process
- Copy control in sales docs and its usage

Special Business sales process and its 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 order type and the business requirements. Fill up , Pickup issues and billing

Document process incompletion

- What are the impacts of incompletion rule and its behavior in sales docs.
- How to customize the incompletion log for a given sales doc
- Controlling the incompletion log
- At what level it is used and how

What and who are the business partners and its determination

- How to configure the business partners and the business needs
- Partner functions and nature of relationship

- Partners is sales process
- Customers master and Account Group
- Role of partner function per Account groups
- Partner determination and its procedures
- Partner determination for sales docs.

Material Determination

- Material inclusion and Material 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

Advanced / general topics

- ASAP Methodology, Implementation methods for SAP and Typical project Management
- OSS Notes
- Service marketplace
- Functional testing
- Business Analysis techniques

Reference Books
Reference material will be provided during the Sessions.