

IT HUNTER SOLUTIONS

Contact No - +1 9099998808

Email ID – ithuntersolutions@gmail.com

SAP SD - Sales and Distribution

Training Highlights:

- Real Time Instructor
- SAP Certified Trainer
- SAP Training with Live Examples
- SAP Practical after every major topic and FAQ s from interview point of view

Course overview:

- Introduction to SAP
- Introduction about various modules in SAP
- Introduction of Sales & Distribution module

SAP SD Syllabus:

- Organization mapping

Enterprise structure: (with Configuration & Assignment)

- Sales Organization, Distribution Channel, Division –Sales Area.
- Sales Office, Sales group, Sales Person.
- Plant, Storage Location, Lean Warehouse Management.
- Shipping Point, Loading Point, Transportation Planning Point.
- Unloading Point, Receiving Point, Department.

Master data:

- Customer Master
- Material Master
- Customer material information record

Sales Cycle (Different sales processes):

- Sales document Structure
- Configuration of Sales Header, Item categories and schedule line categories.

- Configuration of item category and schedule line category determination
- Inquiry
- Quotation
- Standard order
- Special sales orders
- Cash sales and Rush order

Agreements:

- Contracts and scheduling agreements

Complaints:

- Returns, credit memo request, debit memo request, Subsequent free of charged deliveries , free of charged deliveries and invoice correction request.
- Item proposal

Special business scenarios:

- Intercompany sales
- Intercompany STO
- Consignment
- Third party sales
- Individual purchase order BOM

Basic Functions:

- Pricing
- Free goods
- Cross selling
- Material determination
- Listing/Exclusion
- Revenue account determination
- Rebates
- Credit management
- Output determination
- Partner determination
- Text determinatio
- Tax determinatio
- Incompletion Log
- Copy controls

- Availability Check and Transfer of requirement (TOR)☒

Shipping:

- Delivery creation, Picking creation and PGI
- Combined delivery and delivery split
- Delivery document and item category configuration
- Plant determination
- Shipping point determination
- Route Determination
- Storage location determination

Billing:

- Billing creation
- Combined billing and Invoice split
- Billing type configuration
- Pricing In billing

Additional Information –Real time: ASAP Methodology

RICEFW:

- Reports, Interfaces, Conversions, Enhancements, Forms and Workflow
- Overview of User exits and Formula Routine's
- Overview of BAPI and BADI

LSMW:

- Different documents involved in implementation
- Support Process in real time
- Support tolls usage and few Support Issues discussion
- Change management Process
- Roll out process