

SAP COURSE CONTENT: SAP SD Module -Sales & Distribution.

Variant: TSCM60

Order Fulfillment

Goals

- Execute the main business procedures involved in sales and distribution processing.
- Implement the main functions and Customizing settings in sales and delivery processing.

Solution Release: SAP ERP 6.0 EhP7

Content

- Processes in sales and distribution: organizational structures in sales and distribution, working with customer and material master data, overview of the process chain for sales order processing, introduction to pricing, introduction to the availability check, sales and distribution processing with make-to-order production, credit memo processing and returns processing, introduction to sales and distribution reporting.
- Sales: Creating and processing sales orders, sales document types, item categories, schedule line categories, document flow and copying control, partner determination, contracts and scheduling agreements, special business transactions, incompleteness logs, material determination, material listing/exclusion, product selection, free goods.
- Mini case study in sales.
- Delivery processes: Controlling outbound deliveries, creating and processing deliveries, picking, packaging, goods issue.

Variant: TSCM62

Order Fulfillment II

Goals

- Implement functions and make Customizing settings in pricing and billing.
- Use functions and Customizing settings in general sales and distribution processes such as output and text determination.

Content

- Condition technique for the definition and maintenance of prices, surcharges, and discounts
- Using prices and other conditions in sales documents
- Rebate processing
- Controlling billing documents
- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination, features of the SD-FI interface
- Message determination / Text determination
- Overview of performing system modifications using enhancement technology