



Noble Careers & Associates

SAP e-Learning

SAP- SD COURSE OUTLINE

Introduction to SAP

- ❖ History
- ❖ R/3 Application Overview
- ❖ The SAP Graphical User Interface
- ❖ SAP Basics

Introduction to SAP Sales and Distribution

- ❖ Enterprise structure Creation
- ❖ Assigning Organization Units for an Enterprise Structure
- ❖ The customer Master Data
- ❖ The Material Master Data
- ❖ Physical Inventory Posting
- ❖ Setup Financial Global Settings
- ❖ Customer Material Information Records
- ❖ Common Distribution Channel and Common divisions

Sales Documents

- ❖ Basic sales Order Cycle
- ❖ Sales Document types
- ❖ Item Categories, Item Category determination
- ❖ Schedule Line Categories, Schedule line Categories Determination
- ❖ Number Ranges
- ❖ Creating a standard sales Order
- ❖ Material Requirement Planning and transfer of Requirements
- ❖ Availability Check
- ❖ Inquiry sales Document
- ❖ Quotation
- ❖ Free – of – Charges Items
- ❖ Cash Sales Process
- ❖ Rush Order Process
- ❖ Credit Process and Debit Process
- ❖ Return Process

- ❖ Free of Charge Subsequent Deliveries
- ❖ Invoice Correction Request
- ❖ Item Proposals
- ❖ Bill of Material (BOM)
- ❖ Contracts in SAP SD
- ❖ Consignment Process
- ❖ Consignment fill up
- ❖ Consignment Pick up
- ❖ Consignment Issue
- ❖ Consignment Return

Deliveries:

- ❖ Delivery Document type
- ❖ Delivery Item Categories and Determination
- ❖ Storage Location Determination
- ❖ Shipping Point Determination
- ❖ Route Determination
- ❖ Delivery Process
- ❖ Number Ranges
- ❖ Creating Delivery Order
- ❖ Picking
- ❖ Packing
- ❖ Returnable Packaging
- ❖ Posting Goods Issue

Invoice and Billing Process:

- ❖ Billing Document types.
- ❖ Creating Invoice Order
- ❖ Cancellation of Invoice
- ❖ Invoice Lists
- ❖ Billing Plan

Basic Functions:

- ❖ Conditions Techniques
- ❖ Pricing
- ❖ Pricing Procedure Determination
- ❖ Condition Exclusion Groups
- ❖ Condition Supplements
- ❖ Tax Determination.
- ❖ Account Determination
- ❖ Material Determination
- ❖ Listing / Exclusion list
- ❖ Partner Determination
- ❖ Text Determination
- ❖ Output Determination
- ❖ Sales Incompletion Logs

- ❖ Credit Management.

Special topics:

- ❖ Creating Customer accounting groups
- ❖ Copy Controls.
- ❖ Rebate Agreements
- ❖ Intercompany Sales Process.
- ❖ Third Party Sales Process
- ❖ Individual Purchase Order
- ❖ Make-to-Order Production-Using the Sales Order (MTO).
- ❖ User Defined Transaction Codes.
- ❖ SD Variant Configuration.
- ❖ User Exits