

SAP - SD

- Introduction to ERP/SAP R/3 System
- Enterprise Structure and Organizational Elements in Sales and Distribution in SAP R/3
- Documents Processing and Document Flow
- **Master Data**
 - Business Partners and Account Groups.
 - Products
 - Pricing
 - Output
- **Sales Documents Processing**
 - Sales Documents/ Order types
 - Processing Sales Documents
 - Sales Document Structure, Data and Functions
 - Organizational elements and Sales documents
 - Controlling functions of Item categories and Schedule line categories during Sales Document Processing
 - Item category determination
 - Schedule line category determination
 - Back order processing
 - Copy control
- **Pricing**
 - Pricing configuration
 - Condition Technique in Pricing
 - Condition records
 - Access sequences
 - Condition types
 - Pricing Procedures
 - Maintaining Pricing Data
- **Basic Functions**
 - Material determination
 - Tax determination
 - Partner determination
 - Revenue account determination
 - Text determination
 - Free goods
 - Listing /Exclusion
 - Credit management
 - Availability check and Transfer of requirements
 - Incompletion procedure
 - Output determination
 - Route determination
- **Shipping**
 - Overview of Shipping process
 - Delivery
 - Picking
 - Post goods issue
 - Shipping point determination
 - Picking location determination
 - Controlling functions of Item categories during delivery document processing
 - Copy control
- **Billing**
 - Billing process in Sales and Distribution
 - Pricing in billing documents
 - Billing document types
 - Copy control
 - Billing outputs
 - Rebates processing
 - Inter company billing
- **Tables and Reports**
 - Master Data
 - Sales
 - Shipping
 - Billing
 - Sales Information system
- **SAP R/3 Implementation Strategies and Accelerated SAP methodology**
 - Project preparation
 - Preparing Business blue print
 - Configuration / Realization
 - Unit testing / Integration testing
 - Super users / End users training
 - Go-Live / Production support