

SAP Sales and Distribution (SD) Training

COURSE CONTENT

GET IN TOUCH



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About Multisoft

Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

About Course

The SAP Sales and Distribution (SD) Training by Multisoft Systems provides comprehensive knowledge on the tasks involved in the SD process, including pre-sales activities, sales orders, distribution, billing, and customer invoices. The course covers user transactions, customization, pricing, and more, with expert trainers explaining how to configure key areas of SAP SD.

Module 1: Overview of Sales & Distribution

- ✓ Organizational structures
- ✓ Sales and distribution aspect
- ✓ Materials management aspect
- ✓ Finance and accounting aspect
- ✓ Document flow and process chain
- ✓ Business Partners

Module 2: Define Enterprise Structure

- ✓ Enterprise Structure in Sales
- ✓ Definition and Assign Organizational Elements
- ✓ Document Types in Sales and Distribution

Module 3: Creating Master Data

- ✓ Material Master Record
- ✓ Customer Master Record
- ✓ Customer Material Info Records
- ✓ Condition Master Data
- ✓ Partner Functions
- ✓ Defining Account Groups for Partner Functions
- ✓ Creating No Ranges and Assignment

Module 4: Documents

- ✓ Document Types and Function – Sales, Deliveries and Billing
- ✓ Document Control – Document type, item category control and determination
schedule line category control and determination
- ✓ Copy Control – Requirements Data Transfer Routines Document Flow and Pricing
Type

Module 5: Pre-Sales Activities

- ✓ Sales Document structure
- ✓ Inquiries
- ✓ Quotations
- ✓ Sales support

Module 6: Creating, Processing and controlling

- ✓ Sales Order Processing
- ✓ Sales document types
- ✓ Creation of sales order with reference
- ✓ Item Categories
- ✓ Schedule lines Categories
- ✓ Partner determination
- ✓ Contracts and scheduling agreements
- ✓ Copy Control
- ✓ Log of incomplete items
- ✓ Material determination, material listing/exclusion
- ✓ Free goods

Module 7: Delivery Processing

- ✓ Creating and processing deliveries
- ✓ Controlling inbound and outbound deliveries Packing
- ✓ Packing Functions
- ✓ Good receipt and goods issue
- ✓ Stock transfer with delivery

Module 8: Pricing Procedures

- ✓ Defining and maintaining prices, surcharges, and discounts
- ✓ Condition Technique

- ✓ Condition Type
- ✓ Access Sequence
- ✓ Condition Record
- ✓ Creating condition tables, access sequences, and condition types
- ✓ Price determination
- ✓ Promotions and Rebate processing
- ✓ Definition and maintenance of prices, surcharges, and discounts

Module 9: Fast Material Entry in Sales order

- ✓ Product Proposals
- ✓ Material Listing and exclusion
- ✓ Material Determination
- ✓ Free goods

Module 10: Sales order Types

- ✓ Rush order
- ✓ Cash Sales
- ✓ Free of charge deliveries

Module 11: Outline agreements

- ✓ Contracts
- ✓ Scheduling agreements

Module 12: Special Business Processes

- ✓ Consignments
- ✓ Bill of material

Module 13: Shipping

- ✓ Overview of shipping

- ✓ Shipping point and route determination
- ✓ Creating and controlling outbound delivery
- ✓ Delivery processing
- ✓ Picking
- ✓ Picking conformation
- ✓ Processing packing material
- ✓ Packing
- ✓ Goods issue

Module 14: Billing Processing

- ✓ Billing document types
- ✓ Credit and Debit memos
- ✓ Methods for crating Billing Documents
- ✓ Collective processing of billing documents
- ✓ Creation of billing documents
- ✓ Controlling billing documents
- ✓ Billing plan
- ✓ Revenue account determination

Module 15: Posting billing document to Accounts

- ✓ Business Area account assignment
- ✓ Special Features of SD & FI Interface

Module 16: Credit management

- ✓ Integrated case study
- ✓ Implementation of a fictitious demo company in an "empty" delivery client

Module 17: ERP system, using predefined business processes

- ✓ Mapping the enterprise structure

- ✓ Implementing sales transactions, delivery and billing processes, institution-specific price determination requests

Module 18: Cross Functional settings in SD

- ✓ Copying control
- ✓ Output determination
- ✓ Text Control
- ✓ Overview of configuring printed documents in SD
- ✓ Introduction to basic system enhancements (user exits)
- ✓ Introduction to personalization (e.g. transaction variants)

Module 19: Advanced Topics

- ✓ Inter Company Business Processing
- ✓ Third Party order processing
- ✓ Cross Company Stock Transfers (STO)
- ✓ Text determination
- ✓ Partner determination
- ✓ Output determination
- ✓ An Overview of CRM and its relationship with SD