SAP SALES AND DISTRIBUTION

COURSE CURRICULUM

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+91 630 171 9270

TRAINING PROGRAM: SAP SALES AND DISTRIBUTION (SD)

Module 1: Introduction
- SAP Evolution
- SAP Project Environment
- SAP IDES System Overview
- Business Process Understanding in SAP SD
- SAP Clients Overview
- System Landscape & Transport Management System (TMS)
- ASAP Methodology & SAP Solution Manager
- Logging into the SAP System
- SAP R/3 Architecture

Module 2: Enterprise Structure
- Definition of Organizational Units (Company Code, Sales Org, Distribution Channel, etc.)
- Configuration and Assignment of Organizational Elements
- Viewing and Validating the Enterprise Structure in SAP

Module 3: Master Data
- Customer Master Data Configuration and Usage
- Material Master Data Setup and Management
- Conditions Master Data (Pricing, Discounts, etc.)
- Customer-Material Info Record

Module 4: Basic Functions
- Account Groups and their Configuration
- Number Ranges for Customer and Material Masters
- Partner Determination Procedure
- General Settings – Integration with Other Modules
- Material Type and Industry Sector
- Stock Update Process (SD-MM Integration)
- Stock Overview (Real-Time Data from MM Module)
- Search Strategy in Master Data and Transactions

Module 5: Sales Documents
- Overview of Sales Documents in SAP
- Sales Document Header, Item, and Schedule Line Levels
- Item Category Determination
- Schedule Line Category Determination
- Defining and Assigning Number Ranges for Sales Documents
- Assigning Sales Document Types to Sales Areas
- Copy Control between Sales Documents
- End-to-End Sales Order Processing
- Sales Document Functions and Configuration

Module 6: Pricing

- Introduction to Pricing in SAP SD
- Creating and Maintaining Condition Records
- Understanding Condition Technique Components
- Condition Tables and Access Sequences
- Condition Types and Customization
- Pricing Procedure and Determination
- Upper and Lower Limit Controls in Pricing
- Pricing Flow and Troubleshooting
- Pricing Reports and Analysis
- Condition Master Data Management

Module 7: Shipping & Picking

- Overview of Shipping & Picking Process
- Organizational Units in Shipping
- Defining and Determining Shipping Points
- Picking Point Determination
- Storage Location Determination
- Delivery Document Types and Configuration
- Scheduling Types – Backward and Forward Scheduling
- Route Overview and Determination
- Post Goods Issue (PGI) & Post Goods Receipt (PGR)
- Delivery Item Category Determination

Module 8: Billing

- Functional Overview of Billing Process
- Billing Document Types
- Number Range Assignment for Billing
- RAD – Billing Integration with FI Module
- Rebates Configuration and Process Flow

Module 9: Sales Process – Detailed Configuration

Pre-Sales Activities
- Inquiry
- Quotation
  Order Processing
- Standard Order
  Special Sales Documents
- Cash Sales
- Rush Orders
- Consignment Process:
  Consignment Fill-Up
  Consignment Issue
  Consignment Return
  Consignment Pickup
  Outline Agreements
- Quantity Contracts
- Material-Relevant Value Contract
- General Value Contract
- Master Contract
- Service Contract
- Scheduling Agreement
  Complaints Handling
- Credit Memo Processing
- Debit Memo Processing
- Returns Management
- SDF – Subsequent Delivery Free of Charge
- Free Delivery
- Invoice Correction Requests

Module 10: Advanced Topics
- Revenue Account Determination
- Free Goods Determination
- Bills of Materials in Sales
- Material Determination
- Cross-Selling Configuration
- Listing & Exclusion
- Item Proposal
- Route Determination
- Tax Determination (U.S. Localization)
- SAP SD Information Systems
- Text Determination
- Output Determination
- Credit Management
- T-Code Overview
- Sales Agreement Setup
- End-to-End Project Overview

Module 11: Special Scenarios
• STO – Stock Transfer Order Process
• Third-Party Sales Process
• Individual Purchase Order Flow
• Make-to-Order (MTO) Sales Process
• Inter-Company Sales Process
• Batch Management in SD

Module 12: Tools & Technical Integration
• LSMW – Legacy System Migration Workbench
• BDC – Batch Data Communication
• FS – Functional Specification Documentation

Thank you

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Thank You for Going Through SAP SD Curriculum
We hope this guide has provided a clear and structured learning path
to strengthen your skills in SAP SD.

📌 **NEXT STEPS**
• Start practicing with real-world use cases and hands-on exercises
• Build personal or client-based projects for your portfolio
• Keep exploring updates and best practices in the industry
• Join discussions and stay connected with the community

📞 **Need Help or Guidance?**
Feel free to contact our course support team:
Course Coordinator
GS Infotekh
📧 **contact@gsinfotekh.com**
🌐 **www.gsinfotekh.com**
📞 **+91 630 171 9270**