

SAP Sales & Distribution (SD)

Introduction:

SAP Sales and distribution module handles the sales, delivery and invoicing of a customer. This training covers user transactions, customization, user exits, pricing etc.

Freebies

- Along with the training we provide the following additional services
- One Month of SD functional support (After training, During the practice).
- Interview Tips.

Intended Audience:

- SAP Sales and Distribution (SD) is intended for any of the following audience.
- Experienced Business Users who have been working as Sales Executives or Service Executives.
- Experienced ABAP users who wish to get into the functional side of SAP.
- Less than 1 year of experience in SAP Sales & Distribution as a functional consultant.

Krish E-Training Benefits:

1. Hands-on Workshops in critical areas of SAP (Pricing, Credit Management etc)
2. Real-time Scenarios
3. Full-fledged Hands-on SAP Project which includes
 - How to conduct a SAP Blueprint Workshop
 - How to Prepare the SAP Blueprint
 - How to Prepare Functional Specifications
 - Realization Phase Steps
 - Perform Cut-over Activities
4. Full fledged Resume Preparation (Hands-on Preparation, Validation, ID Creation on Job Portals and Posting)
5. Most Commonly asked SAP SD Interview Questions (Discussion)
6. Mock Interviews
7. Practical Guidance on SAP SD Interview Tips
8. Two Months of on-job support via email

Week 1 (7.5 Hours)

- Hour 0 – (Please go through this before attending the Day 1 SAP SD Training Roadmap DEMO)
- What is SAP ?
- SAP GUI Navigation – 2010 Version
- SAP GUI Navigation Part I
- SAP GUI Navigation Part II
- SAP GUI Navigation Video
- SAP GUI Navigation Exercise
- SAP GUI Presets (Required to Practice the SAP SD Exercises below)
- SAP Architecture
- SAP Physical Architecture
- SAP Logical Architecture

Hour 1 - SAP SD Training Roadmap

Hour 2 - Introduction to SAP Sales Business Cycle – I

- Order to Cash Cycle

Hour 3 - Hands-on Lab

Hour 4 - Customer Master

- SAP Customer Master Exercise
- SAP Customer Master Exercise (Simplified Version)
- SAP Customer Master Customization (SAP Customer Account Group)
- How to give/modify Number Ranges
- How to Delete Master Data in SAP
- How to Block Master Data in SAP
- How to view Field Changes to the SAP Customer Master Data
- How to Create Customer Groups in SAP
- How to Create SAP Customer Price Lists
- How to Create New Price Groups
- How to Create New Shipping Conditions (Includes Exercise)
- How to find the different Sales Areas associated with the Customer Master

Hour 5 - Hands-on Lab

Hour 6- Material Master

- How to Create SAP Material Master (Including notes on important fields)
- SAP Material Master Basic View Exercise
- SAP Material Master Sales View Exercise
- SAP Material Master Exercise (Simplified Version)
- How to Create Material Groups in SAP
- SAP Material Types
- SAP Product Hierarchy

Hour 7 - Hands-on Lab

First Week Exit Test

Test Your Knowledge on the First Week of SAP SD Training

Please take this test before proceeding to the next Week. You can ONLY take this test once. So, please ensure that you fully prepare for the test before you attempt it. If you are not able to pass this test, please repeat the covered material. This is a “coded” test – Ask your instructor for the ‘Code’ to be able to take this test.

Week 2 (7.5 Hours)

Hour 8, 9 & 10 – Sales Order Deep Dive – Part 1

- How to Create a Sales Order in SAP – Notes
- Sales Order Structure in SAP – Notes
- Creation with Reference
- How to Create a Quotation in SAP (Notes)

Hour 11 – Hands-on Lab

Hour 12 – Enterprise Structure

- SAP SD Enterprise Structure
- Common Distribution Channels and Divisions
- SAP SD Enterprise Structure Exercise
- SAP MM Enterprise Structure (Optional)

Hour 13 – Hands-on Lab

Hour 14 & 15 - Sales Document Type Customization

- Sales Document Type Configuration notes
- How to Create new Delivery Blocks
- How to Create new Billing Blocks
- How to Define new Reason for Rejections
- How to Create New Price Lists
- How to Create New Price Groups
- SAP Customer Material Info Record
- SAP Customer Material Info Records – Notes
- SAP Customer Material Info Records – Exercise

Week 3 (7.5 Hours)

Hour 16 -Hands-On

- Sales Document Type Configuration Exercise

Hour 17- SAP Sales Item Category Customization

- Sales Item Category configuration notes
- SAP Item Category Determination
- Sales Item Category Configuration Exercise

Hour 18- SAP Schedule Line Category Customization

- Schedule Line Category Notes
- Schedule Line Category Exercise

Hour 19 – Hands-on

Hour 20- Delivery & Billing Customization

- Delivery Document Type
- Delivery Item Category
- SAP Billing Document Type
- Accounting Document Linkage

Hour 21 - Copy Controls

- SAP Document Flow
- SAP copy Controls
- Master Data Flow into Transactions
- Creation with Reference
- VOFM Routines Notes & Exercises – 1
- VOFM Routines Notes & Exercises – 2

Hour – 22- Hands on

Week 4 (7.5 Hours)

Hour 23 – SAP Credit Management

- Credit Management Configuration
- Credit Management Exercise
- How to remove a Sales Order from Credit Block

Hour 24 – Hands-on

Hour 25, 26 - Pricing & Condition Technique Theory

- **SAP Pricing Fundamentals**
- **SAP Condition Technique**
- **SAP Condition Technique – Theory**
- **SAP Condition Technique – Exercise**
- **Condition Type**
- **Access Sequence**
- **Condition Table**
- **Field Catalog**
- **Pricing Procedure**
- **Condition Records**
- **Condition Exclusion**
- **Group Conditions**
- **Condition Supplements**
- **Sales Deals & Promotions**
- **SAP Pricing Exercises – I**
- **SAP Document Pricing Procedure**
- **SAP Customer Pricing Procedure**
- **SAP Price list Type**

Hour 27,28 – Hands-on

Hour 29 – SAP SD Live Project

Hour 30 – Final Discussion & Closure
