

# ERP SAP SD

## Course Content



- ✦ Sales overview
- ✦ Enterprise structure related to SD
- ✦ Master data, like Customer master data, material master data, condition master data and Output master data.
- ✦ Partner determination
- ✦ Sales document types
- ✦ Item categories
- ✦ Schedule line categories
- ✦ Pricing: Condition table, access sequence, Condition type, pricing procedure
- ✦ Stock Posting
- ✦ Free goods
- ✦ Bills of Material
- ✦ Material determination
- ✦ Material Listing and Exclusion
- ✦ Incompletion logs
- ✦ Revenue account determination
- ✦ Credit management
- ✦ Outline agreements like quantity contract, value contract and scheduling agreements
- ✦ Shipping process like Shipping point determination, Route determination, Shipping conditions picking ,PGI
- ✦ Delivery types
- ✦ Delivery item categories
- ✦ Invoice process
- ✦ Billing types
- ✦ Special sales processes like cash sales, rush orders ,consignment process and Third party process
- ✦ Return sales process
- ✦ Credit memo process
- ✦ Debit memo process
- ✦ Availability check
- ✦ Rebate processing
- ✦ Intercompany sales
- ✦ Output determination
- ✦ Copy control
- ✦ Integration with MM,FI
- ✦ Technical topics like ABAP tables, user exits and IDOC's
- ✦ Real time scenario's