



Sales and Distribution

SAP SD Basic overview

- Overview of Business Functional modules in SAP
- Sales and Distribution Process cycles with WM
- Roles and responsibilities of SAP consultant
- Customization in sales & distribution module

Enterprise structure with a business case

- Definition and Assignment of Organizational Entities
 - Financial Accounting
 - b. Sales & Distribution
 - c. Logistic General
 - d. Materials Management
 - e. Logistics Execution
- Consistency Check for S&D module

Master Data

- **S&D Customer Master Data**
 - Customer Account Groups and customer no. Ranges
 - Master data for Mktg.
 - Sales-customer groups
 - Shipping-shipping schedules etc.
- **Partner Determination for Customer Master**
 - Partner Functions
 - Partner Determination Procedure
 - Partner Function – Account group Assignment
 - Creating a customer master – Centrally and Sales
 - Understanding multiple customer network scenario
- **MM-Material Master**
 - Understanding various Material Types
 - Basic Settings for Material Management
 - Material Groups
 - MRP groups, MRP controller and MRP types
 - Inventory Management
 - Material Master with Warehouse Mgmt.

Inventory Management

- Stock Posting for Materials
- Stock Report

Sales Document Management

- **Sales Document Header**
 - Sales document types and header level controls in sales document
 - Header data in sales document
 - Order reasons and no. Ranges
- **Sales Document Item**
 - Item categories, Item level controls in Sales documents
 - Item data in sales documents
 - Define Item category groups
 - Assigning Item categories
- **Schedule line category for sales document**
 - Schedule categories and assignment
- **Business Process for Sales & Distribution**
 - Inquiry, Quotation and Sales Order Processing

Copy controls for Sales Documents

- Header Level
- Item Level
- Schedule Line level

Shipping process in S&D

- **Basic Shipping Functions**
 - Shipping point Determination process
 - Delivery and Transportation Scheduling
- **Delivery Document**
 - Maintain Delivery Types, header level controls in Delivery documents
 - Maintain Delivery Item, Item level controls in Delivery documents
- **Copy controls in Delivery Documents**

Initial Goods Receipt through Warehouse management

- Maintain Storage bins
- WM process of Stock Receipt
- Stock Report at Storage Bin Level

Picking Process in Delivery Level

- Picking with Warehouse Management

Post Goods Issue process in Delivery level

- Maintains FI/MM settings for Post Goods Issue
- Analysis on the effects of Post Goods Issue

Billing Process in S&D

- Maintaining Billing Types and its controls
- Revenue Account Determination (SD&FI integration)
 - Master data for Account Assignment
 - Revenue account determination procedure
 - Account keys and pricing procedure assignment
 - Assigning G/L accounts

Cross Selling Determination Process

- Maintain Field Catalog
- Maintain Access Sequences
- Define Condition Types
- Maintain Procedure
- Create condition tables
- Define customer procedure for cross selling
- Define document procedure for cross selling
- Assign document procedure for cross selling to sales document types

Pricing Concepts in Sales

- Pricing controls in Sales
 - Concept of Condition Technique
 - Process of Condition Tables, access sequences and condition types
 - Process of Pricing Procedure Determination
 - Maintaining Condition records for price, Discounts etc.
- Condition Exclusion
- Pricing for Free Goods
 - Exclusive Free Goods
 - Inclusive Free Goods
- Pricing analysis in Sales Documents

Availability Check & Transfer of Requirements

- **Transfer of Requirements**

- Requirement classes
- Requirement types & Determination of Requirement types
- **Availability Check with ATP**
 - Checking groups and Material Block
 - Setting up Checking Rule for Availability
 - Procedure for Schedule line Category

BUSINESS PROCESSES OF SPECIAL SALES CYCLES

- Cash sales process
- Rush Order Process
- Handling complaints in Sales
 - Credit memo
 - Debit memo
 - Free of Charge Deliveries

Credit Management process

- Types of Credit Controls
- Maintain Risk Categories
- Credit Representative Groups
- Simple credit check
- Automatic credit check
- Maintain credit master data for Customers
- Release of credit block documents

Material Listing and Exclusion using condition technique

- Process of Customer Material Info Record
- Process of Material Determination
- Procedure of Product Proposal

Consignment Stock Processing

- Consignment Fill up
- Consignment Issue
- Consignment Pickup
- Consignment Returns

Incomplete Procedures for Sales

- Incompletion procedure for sales Header, item and schedule line
- Assigning Incompletion Procedure

Bill Of Material process

Scheduling Agreements and Contracts Process

Route Determination Process

- Maintaining Stages of Routes
- Transportation connection points
- Set up Route Determination

