



SAP SD

Introduction

Introduction to ERP – ERP Products or Packages – Goals and Objective of ERP
Introduction to SAP – History of SAP
And About Technical and Functional Modules.
Overview of All SAP Functional Modules
SAP Logistics Cycle – SD/MM/PP/WM
SAP SD Business Process Flow

Enterprise Organization Structure

Creation of Organizational Elements from All SAP Functional Modules – Company, Company Code, Controlling Area, Plant, Storage Location, Warehouse Number, Sales Organization, Distribution Channel, Div, Sales Office, Sales Group, Shipping Point
Etc.....

Master Data

Material Master

About Material Master, Views for the Material Master, Industry Sectors, Different Material Types, Price Control, Valuation

Class, Creation of New Material Types and Number Ranges for Each Material Type.

Important Control Functions for the Material Type.

Customer Master — About Customer Master, Partner Functions for the Customer, Different Ways of Customer Creation, Creation of New Customer Account Group, Creation and Assignment of Number Ranges for the Customer Account Group.

Important Control Functions for the Customer Account Group.

Customer Material Info Record

Sales Documents in SD

1. Sales Documents
2. Delivery Documents
3. Billing Documents

Sales Documents

Pre Sales Activities – Inquiry and Quotation

Sales Orders – 1. Standard Sales Order

2. Cash Sales and Rush Order – Special Sales Orders

Customer Outline Agreements

Contract or Contract Agreement

1. Value Contract
2. Quantity Contract
3. Service Contract

Schedule Agreement

Delivery Document

Billing Document

Item Proposal and Product Proposal

**Pricing Determination – Condition Technique
Process – Pricing Procedure in SD**

Determinations in SD

- Material Listing and Exclusion
- Material Determination
- Cross Selling
- Free Goods Determination
- Shipping Point Determination
- Picking Point Determination
- Item Category Determination
- Route Determination
- Tax Determination
- Output Determination
- Text Determination

- Partner Determination

Batch Management in SD

- Characteristics
- Class
- Sort Sequence
- Batch Determination Process in SD

Consignment Business Process

- Consignment Fill Up
- Consignment Issue
- Consignment Returns
- Consignment Pick Up

SD Integration with MM

- Initial Entry of Stock Posting
- Third Party Processing
- Individual Purchase Order
- Stock Transfer between Plants in One Step (IM)
- Stock Transfer between Plants in One Step (IM)
- Stock Transfer between Plants in Two Steps (IM)
- Stock Transport Order without Delivery (Special Stocks and Special Procurement Types)
- INTRA Company STO – Under 1 Company Code between 2 Plants (Stock Transport Order with Delivery via Shipping)

- INTER or Cross Company STO – Between 2 Company Codes And 2 Plants (Stock Transport Order with Delivery and Billing Document/Invoice)

SD Integration with FI

- Rebate Processing
- Revenue Account Determination
- Credit Management
- Automatic Account Determination

SD Integration with PP

- Make to Order Planning – MTO Planning
- Make to Stock Planning – MTS Planning
- Variant Configuration – MTO Configurable Material Process
 - Characteristics
 - Class
- Creation of Configurable Material Master along with Classification
- Sales BOM for the Configurable Material
- Assignment of Object Dependencies for the Characteristics
- Maintaining Condition records
- Final Execution of the Variant Configuration using Sales Order

SD Integration with WM

- WM Organization Structure from SD
- Transfer Order Creation and Confirmation from SD
- Picking Strategies – FIFO, LIFO, Stringent FIFO, SLED

- Packing or Packaging Process
- Returnable Packaging Material Process
- Incompleteness Procedure
- Inter Company Sales
- Transfer Of Requirements – TOR And Availability Check
- Copy Controls

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