

# SALES AND DISTRIBUTION (SD)

## Introduction

**SAP SD** (Sales and Distribution) program has been specially designed for professionals with prior exposure to Sales and Distribution and looking to use the world's leading **SAP Sales & Distribution** application component. The main operations this module handles are Customer Sales Orders processing, pricing, picking, packing, shipping, billing and risk management etc.

Within the **SAP Sales and Distribution module** will help you to understand the stages involved in the ordering cycle which include receiving the initial order through to delivery and invoicing. The **SAP Sales and Distribution** is part of the logistics module that supports customers, starting from quotations, sales order and all the way towards billing the customer. It is tightly integrated with the **MM** and **PP** functional modules. It allows companies to input their customer sales price, check for open orders and forecast etc.

The most important basic functional features in the **SD** module are: Pricing, Credit Management, Output Determination, Tax Determination, Availability check, Material Determination, Text Processing and Account Determination.

In this course you will learn how to execute and implement the main business procedures involved in sales and distribution processing. How to implement functions and make Customizing settings in pricing and billing.

Attending our **SAP Sales and Distribution** basic training is a great way to get your feet wet with a different module of **SAP** and get solid exposure and training to the business processes **SAP** supports.

## Course Contents

Competency	Topic
Solution Manager	Overview of the Solution Manager
Billing	Account determination
	Billing plan
	Billing types
	Complaint documents

	Principles of processing billing
	Sales and Distribution/ Financial Accounting interface
<b>Cross-Functional Customizing in SD</b>	Adapting the interface
	Message control
	Text processing
<b>Implementation experience (case study or project)*</b>	Integration and dependencies
	Structure of enterprise structures (org. units)
<b>Master data</b>	Customer master
	Customer-material info record
	Field control in the customer master
	Material master
<b>Organizational structures</b>	Organizational units and organizational structures in sale
<b>Pricing</b>	Condition records
	Condition technique
	Principles of processing pricing
	Rebate processing
<b>Sales</b>	Copy control
	Free goods and free items
	Incompleteness control
	Item categories and schedule line categories
	Material determination, listing and exclusion
	Outline agreements
	Partner control
	Principles of lists and reports in sales
	Principles of processing sales documents
	Principles of the availability check
	Sales document types
	Special business transactions
	<b>Shipping</b>
Picking, packing and goods issue	
Principles of processing deliveries	
Routes and route determination	
Scheduling	

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