

ERP (SAP)

SALES & DISTRIBUTION (SAP SD)

SAP SD - SAP handles sales activities and distribution, also called shipping. The main activities are the sales order handling, and the distribution of shipments to customers. Also the billing process, customer invoice, is handled from the SD module.

This course will give you a good and broad overview of SAP SD sales and distribution. You will learn to perform the most important tasks in SAP sales. Here you will also learn about SD standard reports in the SIS sales information system. The course focuses on tasks most frequently used in SAP SD. The course is divided into these sections:

- **Overview of Sales & distribution**
 - Organizational structures
 - Sales and distribution aspect
 - Materials management aspect
 - Finance and accounting aspect
 - Document flow and process chain
- **Master Data Overview**
 - Working with Customer master Record
 - Working with Material Master Record
 - Customer Account groups
- **Pre-Sales Activities**
 - Sales Document structure
 - Inquiries
 - Quotations
 - Sales support
- **Creating, Processing and controlling**
 - Sales Order Processing
 - Creation of sales order with reference
 - Item Categories
 - Schedule lines Categories
 - Copy Control
 - Log of incomplete items
- **Pricing**
 - Condition Technique
 - Condition Type
 - Access Sequence
 - Condition Record
 - Condition Table
 - Price determination
 - Definition and maintenance of prices, surcharges, and discounts
- **Fast Material Entry in Sales order**
 - Product Proposals
 - Material Listing and exclusion
 - Material Determination
 - Free goods
- **Sales order Types**
 - Rush order
 - Cash Sales
 - Free of charge deliveries
- **Outline agreements**

- Contracts
 - Scheduling agreements
- **Special Business Processes**
 - Consignments
 - Bill of material
- **Shipping**
 - Overview of shipping
 - Shipping point and route determination
 - Creating and controlling outbound delivery
 - Delivery processing
 - Picking
 - Picking conformation
 - Processing packing material
 - Packing
 - Goods issue
- **Billing**
 - Billing document types
 - Creation of billing documents
 - Controlling billing documents
 - Overview of billing methods
 - Billing plan
 - Revenue account determination
 - Posting billing document to Accounts
- **Credit management**
 - Integrated case study
 - Implementation of a fictitious demo company in an “empty” delivery client in an ERP system, using predefined business processes
 - Mapping the enterprise structure
 - Implementing sales transactions, delivery and billing processes, institution-specific price determination requests
- **Other Topics**
 - Text determination
 - Partner determination
 - Output determination