Curriculum Of SAP-SD

OVERVIEW OF SALES & DISTRIBUTION
- Organizational structures
- Sales and distribution aspect, Finance and accounting aspect
- Materials management aspect
- Document flow and process chain
- Business Partners

DEFINE ENTERPRISE STRUCTURE
- Enterprise Structure in Sales
- Definition and Assign Organizational Elements.
- Document Types in Sales and Distribution Creating Master Data
- Material Master Record, Customer Master Record, Customer Material Info Records
- Condition Master Data
- Partner Functions
- Defining Account Groups for Partner Functions
- Creating No Ranges and Assignment

DOCUMENTS
- Document Types and Function – Sales, Deliveries and Billing
- Document Control – Document type, item category control and determination schedule line category control and determination
- Copy Control – Requirements Data Transfer Routines document Flow and

PRICING TYPE

PRE-SALES ACTIVITIES
- Sales Document structure
- Inquiries
- Quotations
- Sales support

CREATING, PROCESSING AND CONTROLLING
- Sales Order Processing, Sales document types
- Creation of sales order with reference
- Item Categories, Schedule lines Categories
- Partner determination
- Contracts and scheduling agreements
- Copy Control, Log of incomplete items
- Material determination, material listing/exclusion, Free goods

Curriculum Of SAP-SD

DELIVERY PROCESSING
- Creating and processing deliveries
- Controlling inbound and outbound deliveries
- Packing, Packing Functions
- Good receipt and goods issue
- Stock transfer with delivery

PRICING PROCEDURES
- Defining and maintaining prices, surcharges, and discounts
- Condition Technique, Condition Type
- Access Sequence
- Condition Record
- Creating condition tables, access sequences, and condition types
- Price determination
- Promotions and Rebate processing
- 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
- Overview of shipping, Bill of material Shipping
- Shipping point and route determination
- Creating and controlling outbound delivery
- Delivery processing
- Picking, Packing & Picking conformation
- Processing packing material
- Goods issue

BILLING PROCESSING

- Billing document types
- Credit and Debit memos
- Methods for crating Billing Documents
- Collective processing of billing documents
- Creation of billing documents
- Controlling billing documents
- Billing plan
- Revenue account determination
- Posting billing document to Accounts
- Business Area account assignment
- Special Features of SD & FI Interface

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 Cross Functional settings in SD
- Copying control
- Output determination
- Text Control
- Overview of configuring printed documents in SD
- Introduction to basic system enhancements (user exits)
- Introduction to personalization (e.g. transaction variants)

ADVANCED TOPICS

- Inter Company Business Processing
- Third Party order processing
- Cross Company Stock Transfers (STO)
- Text determination
- Partner determination
- Output determination
- An Overview of CRM and its relationship with SD

INDUSTRY INTERFACE PROGRAM PROJECTS

- Assignments/Mini Projects
- Major Project

DOMAINS/INDUSTRY
- HR & Consultancy
- FMCG
- Consumer Electronics
- Event Management Industry
- Telecom

TRAINING & PERFORMANCE TRACKING
Knowledge related to current technology aspects and corporate level deliverable & Continuous training and assessment to make you industry ready throughout the Training Curriculum Candidate will go through a Scheduled

ASSESSMENT PROCESS AS BELOW:
- Continuous Assessments
- Practical Workshops
- Modular Assignments
- Case Studies & Analysis
- Presentations (Latest Trends & Technologies)
- Tech Seminars
- Technical Viva
- Observing live Models of various projects
- Domain Specific Industry Projects

Partners

D-58, Sector-2, Red FM Lane, Noida-201301 +91-9212172602, 0120-4535-353
www.cetpainfotech.com, (Other Branches: Roorkee | Lucknow | Dehradun)