

## SAP-SD

### Introduction Of Erp

- Introduction and Concept of ERP
- Introduction to SAP
- SAP R/3 Architecture
- About Team (worked up on SAP) and their role and responsibilities
- Type of Projects
- System Landscape.

### Asap Methodology

- Project preparation
- Blue print
- Realization
- Final Preparation
- Go Live & Support

### SAP Navigation

- About SAP Login
- SAP Sessions
- About SAP Easy Access and IMG Screen
- Features of SAP Navigations

### Overview of Sales & distribution

- Organizational structures
- Sales and distribution aspect
- Materials management aspect
- Finance and accounting aspect
- Document flow and process chain

### SD Organizational Structure of an Enterprise in the SAP

- Define Sales Organization
- Define distribution channel
- Sale office
- Sale group
- Assignment of Sale organization with other organizational units

### Master Data

- Customer Master Data
- Material Master Data
- Customer Material Info Record
- Condition Master Data
- Overview on Common Master Data

### Pre-Sales Activities

- Sales Document structure
- Inquiries
- Quotations
- Sales support

### Sales Document Processing

- Sales Document Processing
- Creation of sales order with reference
- Sales Document Structure
- Sales Document Type
- Item Categories
- Schedule lines Categories
- Customer Complaints

- Credit Memo Request
- Debit Memo Request
- Invoice Correction Request
- Returns
- Log of incomplete items

### **Pricing (with Condition Technique)**

- Condition Technique
- Define condition tables
- Define access sequences
- Create condition types
- Define pricing procedure
- condition records maintenance
- Price determination
- Maintenance of Supplementary discounts, surcharges and prices conditions

### **Determination**

- Item category Determination
- Schedule line Determination
- Plant Determination
- Shipping Determination
- Route Determination

### **Free Goods Determination**

### **Material Determination**

### **Material Listing &**

### **Exclusion**

### **Bills of Material (BOM)**

### **Finance Integration**

### **Credit management**

### **Special Sales Order**

- Cash Sales
- Rush Order
- Free-of-charge –Delivery

### **Delivery Processing**

- Creating and processing deliveries
- Controlling inbound and outbound delivery
- Good receipt and good issue
- Stock transfer and delivery

### **Billing**

- Creation and controlling of Billing document
- Overview of Billing methods
- Complaint documents
- Revenue account determination
- Special features of SD & FI Interface

### **Shipping**

- Delivery types and item categories
- Picking, packing and goods issue
- Scheduling, Routes and route determination

### **Copy controls**

### **Incompletion Procedure**

### **Consignment Sales**

### **Rebate Processing**

### **Stock Transport Order**

## Make to Order

### Real Time Scenarios

- Day to Day Tickets resolving
- LSMW & BDC (Recording)
- Implementation Overview
- Cutover Strategy
  - Open sales order
  - Open Invoices
  
- Support and Maintenance Process
- Real Project Specific Documentation
  - a) ASIS
  - b) GAP Analysis
  - c) BBP (Business Blue Print)
  - d) Functional Specification documents
  - e) Technical specification documents (For Reference)
  - f) Key Data Structure (KDS)
  - g) Master Data Templates
  - h) Configuration Documents
  - i) User Manuals
  - j) Test Scripts
  - k) Transactional Data Templates
  - l) Cutover Strategy
  
- Important Tables information
- Request Transport Process
- Interview Questions