



SAP S/4 HANA SD

(SALES AND DISTRIBUTION)

About the course:

Duration: 45-75 Hours

This course offers a comprehensive overview of SAP S/4HANA Sales and Distribution (SD), covering the entire sales process from order creation to cash receipt. Learn to manage customer master data, configure sales documents, and set pricing procedures. Gain insights into logistics processes, including shipping, transportation management, and ATP (Available-to-Promise) for accurate delivery commitments. The course also covers billing, invoicing, financial integration, and credit management to control customer credit limits. Practical training in ABAP List Viewer equips you to analyze sales data effectively, ensuring streamlined operations and informed decision-making.

Focus Areas:

- **ERP Applications:** Gain comprehensive knowledge of ERP systems and their integration within business processes.
- **Business Process Knowledge:** Understand core business processes and how SAP solutions optimize them for efficiency and success.

Why Choose US?

- **Industry Expertise:** Learn from experienced professionals who bring real-world knowledge and insights.
- **Practical Learning:** Get hands-on experience with real projects to develop job-ready skills.
- **Up-to-Date Curriculum:** Master the latest SAP trends, technologies, and tools to stay ahead in your career.
- **Tailored Guidance:** Benefit from personalized mentorship that helps you reach your goals with customized support.
- **Proven Career Success:** Leverage our strong track record of successful placements to kickstart your professional journey.
- **Networking & Collaboration:** Connect with peers and industry experts for valuable opportunities and professional growth.
- **Continuous Learning:** Gain access to resources that allow you to keep learning and evolving throughout your career.

Course Content:

Introduction to SAP

Understand SAP and its role in streamlining business processes.

ERP Overview

- Understanding ERP Business Scenarios and its benefits for organizations.
- Overview of ERP Products and their roles in business operations.
- Job opportunities and career paths for SAP professionals.
- SAP Functional Modules and their integrations.

Key SAP Concepts

- SAP Easy Access Menu and Implementation Guide (IMG) overview.
- Integration between SAP SD, MM, PP, and FICO modules.
- SAP ASAP Methodology and its role in project implementation.
- System Landscape: Understanding SAP environments and components.
- Business Process Re-engineering (BPR) and its application in SAP.

Enterprise Structure

- Definition of Client, Company, and Company Code.
- Credit Control Area and Business Area setup.
- Overview of Sales Organization, Distribution Channel, and Division – Sales Area.
- Structure of Sales Office, Sales Group, and Sales Person.
- Plant, Storage Location, and Lean Warehouse Management configuration.
- Shipping Point, Loading Point, and Transportation Planning Point setup.
- Unloading Point, Receiving Point, and Department configuration.

Master Data

- Customer Master Data and its management.
- Material Master Data and its importance.
- Customer Material Information Record management.
- Partner Determination and Account Group configuration.
- Bills of Materials (BOM): Single-level and multiple-level setups.
- Management of Common Distribution Channels and Divisions.

Sales Documents

- Creation and processing of Inquiry, Quotation, and Standard Order.
- Delivery processing and Billing setup.
- Managing Incoming Payments.

Special Sales Processes

- Cash Sales process configuration.
- Rush Order management.
- Free Of Charge Deliveries and Subsequent Deliveries setup.
- Third Party Order processing.
- Individual Purchase Order handling.
- Contract and Scheduling Agreement management.
- Consignment Stock Process overview.
- Inter-company Sales Processing configuration.
- Returns, Credit Memo/Debit Memo, and Invoice Correction Request management.

Condition Technique

- Pricing with Scales and its configuration.
- Condition Technique setup and its application.
- Managing Free Goods (Inclusive & Exclusive types).
- Material Determination and Material Listing/Exclusion.
- Dynamic Product Proposal management.
- Revenue Account Determination process.
- Output Determination configuration.
- Text Determination setup.

Advanced Business Processes

- Delivery Scheduling and its configuration.
- Availability Check and Transfer of Requirements.
- Credit Management setup and monitoring.
- Rebate Processing and its integration.
- Copy Control setup for different document types.
- ALE/IDOCs configuration for data exchange.

Variant Configuration

- Handling Variant Configuration for customized product orders.

Special Business Processes

- Order-to-Cash process overview.
- Consignment Sales and Third-Party Sales process.
- Individual Purchase Order and Make-to-Order process.
- Stock Transport Order (STO) and Inter-Company STO.
- Inter-Company Sales & Billing integration and configuration.

Earn Your Certificate of Completion!

Upon successfully completing the course, you will receive a **Certificate of Completion**, recognizing your hard work and mastery of the skills taught throughout the program. This certificate is a valuable credential that demonstrates your dedication to learning and your ability to apply the knowledge in real-world scenarios.

What You'll Gain:

- **Proven Expertise:** Showcase your skills in the subject matter.
- **A Valuable Credential:** Enhance your resume and LinkedIn profile with an industry-recognized certificate.
- **Career Boost:** Open doors to new job opportunities or advancement in your current role.

Take the next step in your professional journey, earn your certificate, and demonstrate your commitment to continuous growth and learning!