



Target Audience:

- Fresher
 - End User
 - Interested in SAP Career
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SAP SD TRAINING

1. Enterprise Structure (With Configuration & Assignment)

- Sales Organization, Distribution Channel, Division –Sales Area.
- Sales Office, Sales group, Sales Person.
- Plant, Storage Location, Lean Warehouse Management.
- Shipping Point, Loading Point, Transportation Planning Point.
- Unloading Point, Receiving Point, Department.

2. Master data

- Customer Master.
- Material Master.
- Sales document Structure
- Sales Cycle (Different sales processes).
- Sales document Structure
- Configuration of Sales Header, Item categories and schedule line categories.
- Configuration of item category and schedule line category
- Inquiry
- Quotation
- Standard order

3.Special Sales Orders

- Cash sales and Rush order Agreements
- Contracts and scheduling agreements Complaints.
- Returns, credit memo request, debit memo request, Subsequent free of charged deliveries , free of charged deliveries and invoice correction request.
- Item proposal

4. Special Business Scenarios

- Intercompany sales.
- Intercompany STO
- Consignment
- Third party sales.
- Individual purchase order BOM Basic Functions
- Pricing
- Free goods.
- Cross selling
- Material determination
- Listing/Exclusion
- Revenue account determination.
- ASAP Methodology – RICEFW.
- Reports, Interfaces, Conversions, Enhancements, Forms and Workflow
 - Lists
 - Dictionaries
- Overview of User exits and Formula Routine's
- Overview of BAPI and BADI.
- LSMW - Different documents involved in implementation
- Support Process in real time.
- Support tolls usage and few Support Issues discussion
- Change management Process - Roll out process

THANK YOU

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