

Learning Hub

SAP Real Time Training With Excellence and commitment

Course Content for SAP Sales and Distribution

Section 1: Define Enterprise Structure

- Enterprise Structure in Sales
- Definition and Assign Organizational Elements.
- Document Types in Sales and Distribution

Section II 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

Section III: 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.

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Section IV : Basic Settings (Condition Techniques)

- Pricing Determination
- Material Determination
- Listing / Exclusion
- Revenue Account Determination
- Output Determination
- Free Goods Determination
- Item Proposal
- Incompletion Procedure
- Route Determination
- Shipping Point Determination
- Availability Check
- Transfer of Requirements
- Credit Management

Section V : Advanced Topics

- Inter Company Business Processing
- Third Party order processing
- Cross Company Stock Transfers(STO)

*** We assist our student in securing a descent placement after the completion of the course***