



## **SAP SD**

- **Overview of SAP Functionalities**
  - Enterprise structure in SD
  - Creation of Plant & Storage location, Shipping Point
  - Creation of Sales Area, Sales Office, Sales Groups
  - Controlling area & credit control area
- **Master dat in sales & distribution**
  - Relevance of master data in SAP
  - Customer master
  - Material master
  - Customer hierarchy
  - Product hierarchy
- **Sales cycle: Order Processing**
  - Document flow in SA
  - Sales Order Processing
  - Features of sales order
  - Incomplete sales orders
  - Special orders: cash & rush sales
  - Item category
  - Schedule lines category
- **Pricing**
  - Pricing overview
  - Condition technique
  - Pricing table
  - Condition types & access sequence
  - Pricing elements & Pricing master
  - Pricing procedure
- **Basic Functions**
  - Material determination
  - Output determination
  - Rebate process
  - Credit management
  - Consignment process
  - Account determination
  - Tax determination
  - Text determination
- **Delivery Processing**
  - Delivery Processing & PGI
  - Movement types & Application in SD
- **Overview of SAP Functionalities**
  - Billing types
  - Billing Document
  - Account Assignment
  - Billing Block
  - Multiple Delivery & Billing