

## **SAP SD – Sales & Distribution**

### **Introduction**

- Introduction to ECC system.
- SAP R/3 Origin and its evolution.
- ECC architectural design
- SAP ECC Merits

### **SD:**

- **Organizational Master (enterprise structure in view of all functional modules integration)**

Definition

Assignment

- **Master Data**

Customer master

Customer material info record

Material Master

- **Sales Documents processing**

Sales

Pre-sales

- a) Inquiries
- b) Quotations

Sales documents

- a) Standard sales docs
- b) Rush sales
- c) Cash sales

Complaints

- a) Free of charge
- b) Returns
- c) Credit memo

- d) Debit memo
- e) Invoice correction request

#### Special sales processes

- a) Contracts
- b) Consignments
- c) Individual purchase order
- d) Inter-company sales process
- e) Third party sales process

#### Shipping

- a) Delivery docs
- b) Return delivery
- c) Delivery's w/o ref to orders

#### Billing

- a) order related invoice
- b) delivery related invoice
- c) pro-forma invoices
- d) cash sales invoice
- e) invoice cancellation docs
- f) debit memo
- g) credit memo
- h) Inter-company invoice etc.

#### ➤ **Copy controls**

#### ➤ **Pricing**

#### Condition technique in pricing

- a) Condition table
- b) Access sequence
- c) Condition type
- d) Pricing procedure
- e) Procedure determination

- f) Maintaining condition record
- g) Condition exclusion
- h) Condition supplement
- i) Scales

#### ➤ **Sales & Basic functions**

- a) Item category determination
- b) Free good determination
- c) Tax determination

- d) Partner determination
- e) Revenue account determination
- f) Text determination
- g) Listing and exclusion
- h) Output determination
- i) Material determination
- j) Cross selling
- k) Product/Item proposal
- l) Incompletion log
- m) Credit management
- n) Availability check and transfer of requirements with PP, WM integration.**
- o) Route determination.**
- p) Delivery scheduling.**
- q) STO**
- r) Foreign trade.**
- s) Transportation.**

➤ **Logistics execution**

- a) Delivery item category determination
- b) Shipping point determination
- c) Picking location determination
- d) Delivery processing with WM integration.**

➤ **SAP R/3 implementation strategies and Accelerated SAP Methodology**

- a) Project implementation phases
- b) Role and responsibilities of SD consultant