

SD

Sales and Distribution

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SYLLABUS



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SD - Sales and Distribution

General Objective:

At the end of the course, the participant **will know and manage** the procedures included in the **SAP SD (Sales and Distribution) module** , which will allow them to work as an SAP SD consultant in the Sales processes, master data, ATP, Sales Quality, collective and additional processes, monitoring and analysis, all of these processes skillfully directed using the SAP SD functionality.

Addressed to:

Systems Architect, Sales Manager, Training Director, Application Consultant, Development Consultant, Support Consultant, Industry/Business Analyst Consultant, Super Users, Key Users, Advanced Users, Business Process Architect, Business Process Owner/Team Leader, Help Desk/Support, CoEs , Industry Specialists, Solutions Architect, and Instructors.

SAP S/4HANA

Duration: 6 Sessions

Total 30hrs

Thematic Content

Sales and Distribution Process – Data Determination

Unit 1: Navigation

- User-specific settings and help functions in Fiori.

Unit 2: Business Structures in Sales and Distribution

- General Sales and Distribution Structures
- Sales and distribution structures of the model company IDES, Inc.

Unit 3: Sales Process Overview.

- Process Overview:
- Sales Processing,
- Shipment Processing
- Billing Document Processing

Unit 4: Master Data in Sales and Distribution

- Customer Master
- Material Master
- Customer Material Information Record
- Condition Master Data for Pricing
- Additional Master Data



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Thematic Content

Unit 5: Sales and Distribution Processes – Data Determination and Collective

- Processing Function of the sales document class
- Determination of plants, shipping points and routes
- Scheduling of shipments
- Collective processing in marketing

Unit 6: Availability Check

- Transport Processing

Unit 7: On-demand manufacturing

- Pre-sale Processing
- Item Category Function
- Assembly Processing

Unit 8: Claims Processing

- Credit Note Requests – Refunds
- Invoice Correction Requests

Unit 9: Analysis for sales and distribution processes

- Lists and reports
- Sales InformationSystem
- Business Information Warehouse

Unit 10: Goods receipt process

- Goods receipt process using of inbound delivery

Unit 11: Goods Issue Process

- Basic processes and functions for the of outbound delivery
- reation and processing of outbound deliveries
- Picking of outbound deliveries

Unit 12: Special functions for delivery processing

- Special functions for delivery processing

Unit 13: Transfers with deliveries

- Transfers with deliveries

Unit 14: Packaging

- Packaging processes
- Management of handling units in of shipping



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Thematic Content

Unit 15: Goods issue

- Goods issue

Part 1: Sales Document Control

Unit 1: Overview of sales processes

- Execution of SAP S/4HANA sales processes
- Sales document processing
- Processing outbound deliveries
- Shipping of goods
- Processing billing documents

Unit 2: Master Data

- Updating business partner master data
- Updating material master data
- Maintaining records of customer material information
- Updating condition master data for pricing
- Explanation of additional master data topics
- Analysis of the results of automatic data determination
- Analysis of delivery and transportation results Planning

Unit 3: Availability Check

- Performing an availability check: the basics
- Performing an availability check: additional topics

Unit 3: Quality Management in Sales, Distribution and Service

- Processing quality management tasks in sales and distribution

Unit 4: Collective processing

- Execute collective processing

Unit 5: Additional processes in sales

- Use of pre-sale documents
- Execute production on request
- Sale of products and services

Unit 6: Complaint Processing

- Create credit note requests
- Cancellation of billing documents
- Create returns



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Thematic Content

Unit 7: Sales Tracking and Analysis

- Using the Sales Order Fulfillment Monitor
- Sales plan management
- Using analytical applications

Unit 8: Sales Order Processing

- Data source
- Order Processing: Special Features

• **Part 2: Sales Document Control**

Unit 1: Sales Document Control

- Basic principles of business process control
- Sales Document Control: Sales Document Type
- Sales Document Control: Item Category
- Sales document control: delivery categories

Unit 2: Data Flow

- Data flow in the application
- Copy control

Unit 3: Special commercial transactions

- Special commercial transactions
- Shipping process
- Free Delivery - Free Later Delivery

Unit 4: Incomplete

- Incomplete record
- Incomplete

Unit 5: Partner Functions in SD

- Function and meaning of the roles of partners
- Partner Role Configuration and Partner Role Determination

Unit 6: Framework Agreements

- Programming plans and quantity contracts
- Value contracts



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Thematic Content

Unit 7: Determination, listing and exclusion of materials

- Determination of materials
- Listing and exclusion of materials

Unit 8: Free Goods

- Free goods

Unit 9: Idea and function of the delivery document

- Explain the concept and structure of the delivery document

Unit 10: Basic Organizational Units for the Delivery Process

- Maintain organizational units for delivery processes

Unit 11: Delivery Control

- Control delivery documents

Unit 12: The delivery-based goods issue process

- Business structures in sales and distribution

Unit 13: Delivery-Based Processes and Functions with Embedded EWM

- Set automatic determination of relevant fields for Outbound Delivery Creation
- Adjust delivery and transportation scheduling
- Processing outbound deliveries
- Using the Outbound Delivery Monitor

Includes guidance on taking the Global Certification Exam as an SD Consultant with SAP.

Manuals:
SCM600
SCM650
TS460 1 and 2



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