

## SAP SD COURSE CONTENT

1. Enterprise Structure
  - Assignment of Organizational Units
2. Master Data
  - Customer Master Data
  - Material Master Data
  - Customer Material Info Record
  - Conditions Master
3. Sales Documents
  - Pre-Sales: Inquiry, Quotation
  - Sales: Cash Sales, Sales Order, Rush Order
  - Customer Complaints: Credit Memo, Debit Memo, Returns, Invoice correction request, Subsequent Free of Charge Delivery
4. Item Categories
5. Schedule Line Categories
6. Business Process: Order to Cash
7. Pricing
  - Condition Technique
  - Condition tables, Access Sequence, Condition Type, Pricing Procedure
  - Pricing Procedure Determination
  - Condition Exclusion
  - Condition Supplement
8. Shipping
  - Delivery document
  - Shipping point determination
9. Billing
  - Billing Document
10. Copy Controls
11. Partner Determination
12. Output Determination
13. Material Determination
14. Listing & Exclusion
15. BOM – Bill of Material
16. Route Determination
17. Batch Determination
18. Item Proposal
19. Free goods determination

20. Revenue Account Determination
21. Credit Management
22. Availability Check, TOR & MRP
23. Third Party Sales
24. Make-To Order
25. Stock Transfer Order
26. Inter Company Sales
27. Consignment Sales
28. SD-MM, SD-FI and SD-PP Integration
29. ALE / IDocs
30. UserExits and Enhancements