

# TECHVISION SKILLS ACADEMY

SAP SD  
Training Syllabus



**TECHVISION**  
SKILLS ACADEMY

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# 1. INTRODUCTION TO SAP SD

1.1 What is SAP SD?
1.2 Role of SD in Order-to-Cash Cycle
1.3 Integration with other modules (FI, MM, PP, WM)
1.4 SAP Navigation and Fiori Apps in SD
1.5 Types of Projects: Implementation, Rollout, Support
1.6 Activate & ASAP Methodology
1.7 Greenfield vs Brownfield vs Bluefield Implementation Overview
1.8 SAP System Landscape Overview

# 2. ENTERPRISE STRUCTURE

2.1 Define Company, Sales Organization
2.2 Define Distribution Channel & Division
2.3 Define Sales Office & Sales Group
2.4 Define Plant, Shipping Point, Loading Point
2.5 Assignments: Sales Org to Company Code, Plant to Sales Org, Shipping Point to Plant

### 3. MASTER DATA

3.1 Customer Master (General, Company Code, Sales Area Data)
3.2 Vendor Master (General, Company Code, Purchasing Area Data)
3.3 Material Master (Basic Data, Sales Org View, Plant Data)
3.4 Customer Material Info Record
3.5 Condition Master (Pricing)
3.6 Output Master Data
3.7 Partner Functions and Account Groups
3.8 Number Ranges for Customers & Materials
3.9 BP Roles in SD (Customer to BP Mapping)

### 4. SALES DOCUMENTS

4.1 Overview of Sales Document Types
4.2 Inquiry & Quotation
4.3 Sales Order Processing
4.4 Scheduling Agreements & Contracts
4.5 Sales Order Copy Control
4.6 Sales Document Customization (VOV8 etc.)
4.7 Text Determination in Sales Documents

## 5. PRICING PROCEDURE

5.1 Condition Technique Overview

5.2 Define Access Sequences, Condition Tables, Condition Types

5.3 Define Pricing Procedure

5.4 Pricing Procedure Determination

5.5 Special Pricing Scenarios: Discounts, Freight, Surcharges

5.6 Taxes in Pricing

5.7 Manual Pricing, Statistical Conditions

## 6. SHIPPING AND DELIVERY

6.1 Overview of Shipping Process

6.2 Delivery Document Processing

6.3 Outbound Delivery Creation

6.4 Picking, Packing, Route Determination

6.5 Shipping Point Determination

6.6 Delivery Scheduling (Backward, Forward)

6.7 Post Goods Issue (PGI)

## 7. BILLING PROCESS

7.1 Overview of Billing Types

7.2 Billing Document Creation (Invoice, Credit Memo, Debit Memo)

7.3 Billing Document Customization

7.4 Billing Plan (Milestone, Periodic)

7.5 Inter-company Billing

7.6 Output Configuration for Billing

7.7 Integration of Billing with FI (Accounting Document Generation)

## 8. CREDIT MANAGEMENT

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|---|
| 8.1 Credit Control Area Configuration     |
| 8.2 Static and Dynamic Credit Check       |
| 8.3 Credit Limits in Customer Master      |
| 8.4 Automatic Credit Check Configuration  |
| 8.5 Integration with FI Credit Management |

## 9. SPECIAL SALES SCENARIOS

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|---------------------------------|
| 9.1 Return Orders               |
| 9.2 Rush Orders                 |
| 9.3 Cash Sales                  |
| 9.4 Free of Charge Delivery     |
| 9.5 Consignment Process         |
| 9.6 Third Party Sales Process   |
| 9.7 Intercompany Sales Process  |
| 9.8 Make-to-Order Process in SD |

## 10. OUTPUT & COMMUNICATION

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| 10.1 Output Determination for Sales and Billing |
| 10.2 Output Mediums: Print, Email, EDI          |
| 10.3 Output Types & Access Sequences            |
| 10.4 Smartforms and Adobe Forms Basics          |

## 11. INTEGRATION WITH OTHER MODULES

11.1 SD-FI Integration (Billing to Accounting)
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11.2 SD-MM Integration (Deliveries, Stock Movement)
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11.3 SD-PP Integration (Make-to-Order)
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## 12. REPORTS & ANALYTICS

12.1 Sales Reports (VA05, VA05N, VA01)
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12.2 Delivery Reports (VL10, VL06O)
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12.3 Billing Reports (VF05, VF03)
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12.4 Sales Info System
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12.5 Backorder Processing
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## 13. DATA MIGRATION & TOOLS

13.1 LSMW for Customer and Material Master
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13.2 LTMC Overview
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13.3 Mass Maintenance in SD
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## 14. PERIOD-END ACTIVITIES

14.1 Open Orders Review
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14.2 Delivery Due List
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14.3 Billing Due List
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14.4 Credit Exposure Review
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## 15. REAL-TIME SCENARIOS

15.1 Sales Cycle Walkthrough: Inquiry to Billing
15.2 Ticketing and Support Scenarios
15.3 End User & Key User Activities
15.4 Testing, UAT & Documentation

# **TECH VISION**

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