

Training Course Content

SAP SD with LE automation Online

On Cloud Architecture

(End to End Layout customizing of OTC)

SAP SD Basic overview

- Overview of Business Functional modules in SAP
- Sales and Distribution Process cycles with WM
- Roles and responsibilities of SAP consultant
- Customization in sales & distribution module
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Enterprise structure with a business case

Definition and Assignment of Organizational Entities

- a. Financial Accounting
- b. Sales & Distribution
- d. Materials Management
- e. Logistics Execution
- Consistency Check for S&D module

Master Data

D Customer Master Data

- Customer (BP) Account Groups and customer No. Ranges and Grouping
 - Master data for Mktg.
 - Sales-customer groups
 - Shipping-shipping schedules etc.
 - Partner Determination /Relationship for Customer Master(BP)
 - Partner Functions
 - Partner Determination /Partner processing Procedure
 - Partner Function – Account group Assignment
 - Creating a customer master – Centrally and Sales
 - Understanding multiple customer network scenario
 - MM-Material Master
 - Understanding various Material Types
 - Basic Settings for Material Management
 - Material Groups
 - MRP groups, MRP controller and MRP types
 - Inventory Management
 - Material Master with Warehouse Mgmt.
- Inventory Management**
- Stock Posting for Materials
 - Stock Report

•Sales Document Management

Sales Document Header

- Sales document types and header level controls in sales document
- Header data in sales document
- Order reasons and no. Ranges
- Sales Document Item
- Item categories, Item level controls in Sales documents
- Item data in sales documents
- Define Item category groups
- Assigning Item categories
- Schedule line category for sales documents
- Schedule categories and assignment
- Business Process for Sales & Distribution
- Inquiry, Quotation and Sales Order Processing

Copy controls for Sales Documents

- Header Level
- Item Level
- Schedule Line level

Shipping process in S&D

- Basic Shipping Functions
- Shipping point Determination process
- Delivery and Transportation Scheduling
- Delivery Document
- Maintain Delivery Types, header level controls in Delivery documents
- Maintain Delivery Item, Item level controls in Delivery documents
- Copy controls in Delivery Documents

Initial Goods Receipt through Warehouse management

- Maintain Storage bins
- WM process of Stock Receipt
- Stock Report at Storage Bin Level

Picking Process in Delivery Level

- Picking with Warehouse Management

Post Goods Issue process in Delivery level

- Maintains FI/MM settings for Post Goods Issue
- Analysis on the effects of Post Goods Issue

Billing Process in S&D

- Maintaining Billing Types and its controls
- Revenue Account Determination (SD&FI integration)
- Master data for Account Assignment
- Revenue account determination procedure
- Account keys and pricing procedure assignment
- Assigning G/L accounts

Material Determination Process

- Maintain Field Catalog
- Maintain Access Sequences
- Define Condition Types
- Maintain Procedure
- Create condition tables
- Define document procedure for MD

Pricing Concepts in Sales

- Pricing controls in Sales
- Concept of Condition Technique
- Process of Condition Tables, access sequences and condition types
- Process of Pricing Procedure Determination
- Maintaining Condition records for price, Discounts etc.
- Condition Exclusion
- Pricing for Free Goods
- Exclusive Free Goods
- Inclusive Free Goods
- Pricing analysis in Sales Documents

Availability Check & Transfer of Requirements

- Setting up Checking Rule for Availability
- Procedure for Schedule line Category

Procedure for Schedule line Category

- Cash sales process
- Rush Order Process
 - Credit memo
- Debit memo
- Free of Charge Deliveries

Credit Management process

- Types of Credit Controls
- Simple credit check
- Automatic credit check
- Maintain credit master data for Customers

Material Listing and Exclusion using condition technique

- Process of Customer Material Info Record
- Process of Material Determination

Consignment Stock Processing

- Consignment Fill up
- Consignment Issue
- Consignment Pickup
- Consignment Returns

Output Process

- Output in Sales, Delivery and Billing documents

Incomplete Procedures for Sales

- Incompletion procedure for sales Header, item and schedule line
- Assigning Incompletion Procedure

Bill of Material process

Scheduling Agreements and Contracts Process