

SD CRM & PMP CERTIFIED
RAVIKIRAN
DUAL MODULE EXPERT

ravikiransdmm@gmail.com
Meet - Talk - Discuss - With Your Expert

+91 967 609 6449

Consulting services:
SAP ORACLE Java TIBCO Microsoft Software Testing & Quality Assurance PeopleSoft.

Placement services:
INFY HITACHI WIPRO NTT IBM Deloitte. accenture Cognizant Mindtree AG Technologies

www.ravikiransdmm.com

SAP SD – (by Ravikiran)

1) Introduction

- Introduction to SAP ERP
- Brief overview of SAP Architecture
- System Landscape of SAP
- Introduction to Sales & Distribution module
- Processes in Sales and Distribution
- Sales Area, Sales Organization
- Distribution Channel, Division
- Sales Group, Sales Office

2) Enterprise Structure

- Introduction to Enterprise Structure
- General Sales and Distribution Structures
- Definition and Assignment of Organizational elements

3) Master Data in Sales and Distribution process

- Customer Master Data
- General Data Section
- Company Code Data Section
- Sales Area Data Section
- Account Groups & Number Ranges
- Material Master Data
- Customer Material Info Record

4) Sales Documents

- Sales Document Header Category
- Sales Document Item Category
- Sales Document Schedule Line Category

- Copy Controls
- Sales Document to Sales Document
- Sales Document to Delivery Document
- Sales Document to Billing Document
- Billing Document to Sales Document
- Inquiry, Quotation
- Standard Order
- Cash Sales, Rush Order

5) Customer Complaints

- Customer Returns
- Debit Memo Request
- Credit Memo Request
- Free of charge Delivery
- Subsequent Free of Charge Delivery
- Invoice Correction Request

6) Pricing

- Pricing Process
- Condition Tables, Condition Types
- Access Sequence
- Pricing Procedure
- Pricing Procedure Determination
- Condition Record Maintenance
- Condition Supplement
- Item Conditions, Header Conditions
- Discounts & Surcharges

7) Basic Functions

- Free Goods Determination – Listing / Exclusion
- Revenue Account Determination
- Partner Determination
- Output Determination
- Material Determination
- Material Listing / Exclusion
- Credit Management
- Route Determination
- Incompletion Procedure
- Transfer of Requirements (TOR)

- Availability Check

8) Shipping

- Delivery Document Header Category
- Delivery Document Item Category
- Number Ranges
- Shipping Point Determination
- Delivery Scheduling & Transportation Scheduling
- Packing

9) Billing

- Billing document types
- Pricing in billing documents
- Copy control
- Billing outputs
- Rebate processing
- Intercompany billing

10) Customer Outline Agreements

- Scheduling Agreements
- Contracts
- Quantity Contracts
- Service & Maintenance Contracts
- Rental Contracts
- Value Contracts, Master Contracts

11) Special Business Process

- Intercompany Sales
- Third Party Order Processing
- Individual Purchase Order
- Consignment Sales processing
- Cross Selling
- Item Proposal
- Dynamic Product Proposal

12) Other Advanced Topics

- Rebates
- STO (Stock Transport Order)
- Make to Order
- Make to Stock

- Bill of Material (BOM)

13) Cross-Functional Integration

- FICO Integration with SD Module:
- Credit Management
- Revenue Account Determination
- Delivery
- PGI (Post Goods Issue), Billing
- MM Integration with SD Module:
- Transfer of Requirement (TOR)
- Availability Check (OR)
- PP Integration with SD Module:
- Make- to- Order Scenario
- Make- to -Stock Scenario

14) SAP-CIN

- Introduction to CIN
- Basics of Direct & Indirect Taxes
- In detail Sales tax Scenarios in domain
- Introduction of Excise duties, Excise registers, sales taxes and reports
- Process flow of QTC (Quote to cash) and PTP (procure to pay) with CIN

CIN MENU

- Introduction of reports w.r.t CIN
- CIN master data -FI,SD,MM
- Entire configuration of CIN

SD

- Domestic Sales
- Export Sales
- Deemed export Sales
- Depot Sales

15) Logistics Execution

- System Overview
- System Overview Advanced
- Overview of Inventory Management
- Organizational Units and Master Data in Logistics Execution
- Mapping Goods Receipt and Goods Issue Processes
- Warehouse Management
- Delivery Processing

- Transport
- Monitoring Processes in the Warehouse Activity Monitor
- Mobile Data Entry and Cross Docking
- Overview of Handling Unit Management
- Task and Resource Management
- Processes in Logistical Execution
- Delivery Processes
- Overview of the Delivery Processes
- Organizational Structures in Delivery Processing
- Controlling Inbound and Outbound Deliveries (Customizing)
- Creating and Processing Sales Deliveries
- Packing Functions
- Picking
- Goods Issue and Goods Receipt
- Stock Transfer with Delivery
- Basics of Transportation Processing
- Transportation Control
- Transportation Planning and Processing
- Transportation Monitoring and Evaluation
- Basics of Shipment Cost Processing
- Shipment Cost Calculation
- Shipment Cost Settlement
- Shipping Costs within the Sales Process
- Connecting Express Delivery Companies
- Delivery Process Overview
- Basic Customizing Settings for Delivery
- Goods Receipt Process
- Goods Issue Process
- Special Functions for Processing Deliveries
- Stock Transfers with Deliveries