SALES & DISTRIBUTION - Handles sales activities and distribution, also called shipping. The main activities are the sales order handling, and the distribution of shipments to customers. Also the billing process, customer invoice, is handled from the SD module. This course will give you a good and broad overview of ERP SD sales and distribution. You will learn to perform the most important tasks in ERP sales. Here you will also learn about SD standard reports in the SIS sales information system. The course focuses on tasks most frequently used in ERP SD. The course is divided into these sections:

Introduction And Master Data

- Introduction to SAP.
- The SAP GUI
- Customizing Tools.
- Enterprise Structure
- SAP Customizing Implementation Guide.

Master Data Configuration

- Preparation Of Customer Master Data.
- Preparation of Material Master Data.

Sales Documents

- Overview of Sales Document
- Sales Document Types
- Item Categories
- Schedule Line Categories
- Copy Control
- Special Sales Document Type

Special Sales Process

- Quantity Contract
- Value Contract
- Scheduling Agreement
- Consignment Stock Process
- Sales Incompletion Procedures

Available to Promise And Transfer of Requirements

- Material Determination
- Material Listing And Exclusion
- Availability Check

Logistics Executions Process

- Delivery Process
- Delivery Blocks
- Picking
- Packing

- Returnable Packing
- Post Goods Issue in Delivery
- Stock Transfer Order

Billing

- Billing Process
- Special Billing Document Types
- Billing Plans
- Rebate Agreements

Pricing
- The Condition Technique
- The Condition Table
- The Condition Type
- The Access Sequence
- Price Determination
- Condition Record
- Account Assignment

Special Function

- Free Goods
- Item Proposal

Other Topic

- Text Determination
- Output Determination
- Partner Determination

- **Sales & Distribution User Exits**
- **SAP Query**