

---

## SAP Sales and Distribution (SD) Course Content

### 1. ERP Overview

- Introduction to Enterprise Resource Planning (ERP)
- Benefits of ERP Systems for Businesses
- Overview of SAP ERP and S/4HANA
- Key Modules in SAP (FI, CO, MM, SD, PP, WM, etc.)
- Role of SAP SD within ERP

---

### 2. Introduction to SAP SD

- Overview of the Sales and Distribution (SD) Module
- SAP Logon and navigation
- Key Business Processes in SAP SD
- SAP SD from End-user Point of view

---

### 3. Enterprise Structure in SD

- Organizational units in SD
  - Company Code
  - Sales Organization
  - Distribution Channel
  - Division
  - Sales Area
- Assigning organizational units in SD

---

## 4. Master Data in SD

- Customer Master Data
- Material Master Data
- Customer-Material Info Record
- Pricing Master Data (Condition Records)

---

## 5. Sales Order Processing

- Sales Order Structure
- Sales Document Types (Inquiry, Quotation, Standard Order)
- Sales Order Creation
- Sales Document Flow and Status Tracking
- Item Categories and Schedule Line Categories
- Copy Control in Sales Documents

---

## 6. Pricing in SD

- Overview of Pricing in SAP SD
- Condition Technique in Pricing
- Condition Tables, Types, and Records
- Pricing Procedures and Determination
- Discounts, Surcharges, and Taxes

---

## 7. Shipping and Delivery Process

- Overview of Shipping in SAP SD
- Delivery Document
- Picking and Packing
- Shipping Point and Route Determination

- Goods Issue and Inventory Impact

---

## 8. Billing and Invoice Processing

- Overview of Billing in SAP SD
- Billing Document Types (F2, Credit Memo, Debit Memo)
- Billing Process Flow (VF01, VF04)
- Integration with FI (Accounting Documents)
- Tax Determination in Billing

---

## 9. Credit Management and Risk Control

- Concepts of Credit Management
- Credit Limit Check in SD
- Credit Block and Release Process

---

## 10. Returns and Complaints Management

- Returns Order Process
- Refund and Replacement Procedures
- Debit and Credit Memo Processing

---

## 11. Special Business Processes in SD

- Third-Party Sales Process
- Intercompany Sales
- Consignment Sales
- Make-to-Order Sales

- 
- Free Goods Determination
- 

## 12. Reports and Analytics in SD

- Standard Reports in SAP SD
  - Sales Information System (SIS)
  - Customer and Sales Reports
  - Custom Reporting Using Query Tools
- 

## 13. Integration of SD with Other Modules

- SD and MM (Material Management)
  - SD and FI (Financial Accounting)
  - SD and PP (Production Planning)
  - SD and TM
-