



SAP S/4 HANA

SALES & DISTRIBUTION



ABOUT TRAINING



Learning Format

Online / Offline



Time Duration

30 Hours



Career Services

By IT Wave Solution

The Program in SAP Sales & Distribution covers many important subjects, provides you with live industry-based projects, and offers valuable practical experience. This in-depth SAP Sales & Distribution certification course will help you master all the key principles of SAP Sales & Distribution and develop all the essential skills required to become a professional.

Why Choose Our SAP ABAP Training?

- 1. Expert Instructors:** Our training programs are led by seasoned professionals with extensive experience in finance and SAP Sales & Distribution. They bring real-world insights and practical knowledge to the classroom, ensuring you learn from the best.
- 2. Comprehensive Curriculum:** Our SAP Sales & Distribution training covers all facets of financial accounting and controlling, ensuring you gain proficiency in areas such as accounts receivable, accounts payable, general ledger accounting, asset accounting, cost element accounting, and much more.
- 3. Certification:** Upon successful completion of our SAP Sales & Distribution training, you'll receive a recognized certification that validates your expertise. This certification can significantly enhance your resume and career prospects.
- 4. Career Support:** We don't just stop at training; we're invested in your success. Our career support services include job placement assistance, resume building, and interview preparation to help you land your dream job.

Program FEATURES



Key Highlights

**Instructor - Led
Training**

Self- paced Videos

Project & Exercises

Job Assistance

Flexible Schedule

**1 Year Company
support**

Mentor Support

**Guaranteed
Interviews**

**1 - 1 with industry
mentors**

Training Certification

Learning Path



Who Should Enroll in **this Program?**

Our SAP Sales & Distribution training is suitable for a wide range of individuals, including:

- Aspiring finance professionals looking to kickstart their career.
- Finance and accounting professionals seeking to upgrade their skills.
- SAP consultants aiming to specialize in SAP ABAP.
- Business analysts and IT professionals involved in finance system implementations.

SAP Sales & Distribution

Features

- *Cross functional integration of sales, delivery and billing*
- *Cross module integration with other SAP modules*
- *Real time functionality in SD department*
- *Complex customizing settings*

COURSE OUTLINE

- SAP is the leading market player in the ERP world. SAP's Sales and Distribution module is a key component in SAP's Supply Chain Management that lists the processes and associated activities in typical sales/customer service and logistics departments.
- The SD Module comes with a set of configuration tasks, master data, transactions, reports and technical objects. SAP's inherent strength is its ability to seamlessly integrate across modules FI, SD, CO, PP, MM, PS etc.
- Sales and Distribution activities are very basic to a corporate entity's operations and given the complexity of these processes and the data needed to execute these processes, a good ERP like SAP is almost indispensable now.
- SAP SD is possibly the most implemented and a very highly successful module so far and is still leading in demand for well trained and experienced consultants.
- SAP SD training program would cover the standard SAP SD module and how it is implemented to automate and systemize the OTC business processes by providing easily accessible implementation guides, fantastic time-saving tips, as well as direct easily accessible information on the dos and don'ts of implementing and maintaining the sales and distribution module of SAP.

HIGH LIGHTS

- With training in this curriculum, you can gain the knowledge you need to optimize vital Sales and Distribution processes.
- Online live instructor led training.
- Participants become familiar with functions and customizing settings in Sales and Distribution.
- Provide an overview of SAP business solutions
- Develop the baseline SAP Product knowledge necessary for participation in more detailed SAP courses
- Participants learn how to perform the most important functions in the process chain from presales to customer payments in the SAP system.

- Participants become familiar with the functions and customizing delivery processing.
- Participants become familiar with functions and customizing settings for the billing process. They also learn the interface points between billing in Sales and Distribution and billing in financial accounting.
- The course enables the participants to identify and explain the more complex customizing settings for SD
- Participants become familiar with the functions for processing selected cross application business processes in sales and Distribution, Material management and Financial Accounting and identify the associated customizing settings

SAP SALES AND DISTRIBUTION (SD)

Regular/Fast Track Course Duration: 90

hours Duration: 60 – 90 Minutes per day

Demonstration with Real time scenarios

Overview of ERP

Introduction to SAP

Section I: Enterprise structure

- Enterprise structure in Sales and Distribution
- Define organizational elements
- Assignment of organizational elements

Section II: Master data

- Account groups
- Number rangess and assignments
- Partner determination procedure
- Customer master
- Material master
- Customer material info record
- Condition master

Section II: Master data

- Item category determination
- Schedule line category determination
- Shipping point determination
- Storage location determination
- Pricing procedure determination

Section IV: Sales process

- Cash sales
- Rush order process
- Free of charge
- Subsequent free of charge

Section V: Complaints

- Returns sales process
- Credit memo request process
- Debit memo request process
- Invoice correction request process

Section VI: Document type controls processing

- Sales document type controls
- Sales document structure
- Delivery document type controls
- Billing document type controls

Section VII: Copy controls

- order to order
- order to delivery
- Delivery to invoice
- Order to invoice
- Invoice to order

Section VIII: Basic functions

- Pricing procedure
- 1) Field Catalogue, Condition Tables, Access Sequence, Condition Types, Procedure and Condition Records
- 2) Price, Discounts, Taxes, Surcharges, Freight, Rebate
- 3) Pricing Determination
- 4) Condition Exclusion groups for Pricing
- 5) Condition Supplement 6) Configuring Pricing Reports
- Freegoods determination
- Text determination
- Output determination
- Incomplete procedure
- Material determination
- Order blocks, credit block, delivery and billing blocks
- Document flow
- Availability Check & Transfer of Requirement (TOR)
- Document Flow, Document Grouping and Splitting

Section IX: Contracts/Agreements.

- Quantity contracts
- Value contracts
- Scheduling agreements

Section X: Finance integration

- Revenue account determination
- Credit management
- Rebates / Agreements

Section XI: Material Management Integration

- Stock posting
- Stock Transfers
- Third party sales business with/without shipping notification.
- Individual purchase order process
- Availability check
- Transfer of requirements
- Delivery scheduling
- Stock Transport order process

Section XII: Business Interaction with Domain Functionality for Special Process

- Inter company sales process
- Cash sales and rush orders process.
- Consignment business process.

Section XIII: Business Interaction with SAP PI/Process orchestration

- Interface data movement from SAP to Third party tools from SAP PI/PO.
- RFC connections from SAP to PI and PI to MFT.
- RFC designing from SAP

Overview on real time functionality in SD module.

Reports:

Interview questions.

Training Certifications

Earn Your Certificate

Your certificate and skills are vital to the extent of jump-starting your career and giving you a chance to compete in a global space.



IT Wave Solution! Reviews



"The most rewarding part of my experience has been achieving a prestigious certification in the subject that I love. Moreover, the training offered out by the specialists are of world-class and prepares out the students for corporate world. For me IT Wave Solution means a lot."

*"By The
Students
For The
Students"*

Your Success Is Our Story



Prashant Singh

“ I am fully satisfied with the excellent training services received by the expert staff at IT Wave Solution. I want to thank IT Wave solution for providing me with the most innovative and affordable training services for learning all the software testing procedures and guidelines. ”



Swati Kumari

“ The Best Service provider I must say they have very knowledgeable staff and good command on Hardware/software, value to money and value to time.. Must Recommend this place to everyone. ”



Anant Chaudhary

“ I had a fantastic experience with IT Wave Solution. It's undeniably the best place to learn HANA and explore various other IT opportunities. The instructors are highly knowledgeable and dedicated, making the learning process enjoyable and productive. The hands-on experience I gained here was invaluable, and I can confidently say that IT Wave Solution is the go-to destination for anyone looking to excel in the IT field. I highly recommend it! ”



Glimpse Of Our Office

Look Who We are

Our office's infrastructure comprises all the necessary software and network resources that are required to deliver IT & Design, Human Resources, Digital Marketing, and training services. We are well-equipped with bright designed work bays for employees and managers having separate cabins with spacious cafeteria and training classrooms



About IT Wave Solution

“IT Wave Solution to Empowering Minds, Transforming Futures: Your Path to Excellence Starts Here!”

IT Wave Solution, a pioneering IT solutions company that has been serving the industry since 2012. With a team of experienced SAP professionals at the helm, we have evolved into a leader in providing comprehensive IT services and training. Our commitment to excellence, innovation, and customer satisfaction sets us apart in the ever-evolving technology landscape. We are a leading company that specializes in providing comprehensive IT solutions, with a primary focus on SAP services and Data Science training for professionals and corporates.

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