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SAP SD Online Training by Certified Consultant

Organisational Structure

Define Sales Organisation

- Define Sales Organisation
- Define Distribution Channel
- Define Division
- Define Sales Office
- Define Sales Group
- Define Shipping Point
- Assignment of Sales Organisation with Company Code
- Assignment of Distribution Channel to Sales Organisation
- Assignment of Division to Sales Organisation
- Set up Sales Area
- Assignment Sales Office to Sales Area
- Assignment Sales Office to Sales Group
- Assignment Sales Organisation - Distribution Channel – Plant
- Assignment Sales Area to Credit Control Area
- Assignment Shipping Point to Sales Organisation
- Business Area Account Assignment
- Partner Determination

Account Group Assignment

- Customer Account Group
- Number Range Creation for Customer Account Group
- Assignment of Number range and customer account group

MASTER DATA

- Creating Common Distribution Channel
- Creating Common Division
- Creating Customer Master
- Creating Material Master
- Posting Stocks for Material
- Stock Overview
- Creating Condition Master

SALES DOCUMENTS

- Define Sales Document Types
- Define Item Category
- Define Schedule Line Category
- Assign Sales Area to sales document type
- Configuration Of Availability check, ATP

Delivery Documents

- Define delivery Document type
- Define Item Category For Delivery

Billing Documents

- Define Billing Document type

Determinations

- Plant Determination
- Shipping Point determination
- Route Determination
- Text Determination
- Storage Location determination
- Account determination



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- Material determination
- Pricing Procedure Determination
- Item category Determination
- Schedule line Category Determination
- Tax Determination
- Output Determination

Pricing

- Creation of condition table
- Creation of Access sequence
- Creation of condition type
- Pricing Procedure

Copy Control

- Copy control of sales documents to sales documents
- Copy control of sales documents to delivery
- Copy control of delivery to billing
- Copy control of sales documents to billing
- copying from billing doc to billing doc
- copying from billing doc to sales order

Sales to Cash

- Creation of inquiry
- Creation of Quotation
- Creation of sales order
- Creation of Outbound delivery (Picking and Pgi)
- Creation of billing

Outline Agreements

- Quantity Contract



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- Value Contract
- Value Material Contract
- Schedule line Agreement Creation

Special Sales Process

- Rush order
- Cash Sales
- Consignment (Fill-up, Issue, Return and Pick-up)
- Free of Charge Delivery, Subsequent of free charge delivery
- Sales BOM
- Make to order and make to stock Scenario
- Listing and exclusions
- Return Order
- Third Party Sales
- Credit Management
- Status Profile

Special Billing Process

- Credit Memo
- Debit memo
- Proforma Invoice

Standard Reports

- Reports for Inquiry and Quotation
- Reports from sales order to Billing

Case studies

- All SD related Case studies

Real Time Activities



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Land scape
End user Manual Creation