



Join for your personal growth with us...

**JRS ENTERPRISE AND
DEVELOPMENT SOLUTION**

The SAP Sales and Distribution (SD) module is a core component of SAP ERP, focusing on managing sales, customer service, order-to-delivery processes, and integration with other modules like MM (Materials Management) and FICO (Financial Accounting and Controlling). Below is a comprehensive **SAP SD syllabus** tailored to include **real-time implementation processes**, based on industry-standard training curricula and practical scenarios. The syllabus is structured to cover both foundational and advanced topics, with an emphasis on real-world applications.

SAP SD Syllabus with Real-Time Implementation

Unit 1: Introduction to SAP and SAP SD

- **Topics:**
 - Overview of ERP and SAP
 - Introduction to SAP SD module and its role in the order-to-cash process
 - SAP system navigation (SAP GUI, Fiori, and S/4HANA basics)
 - SAP SD integration with MM, PP, FICO, and other modules
- **Real-Time Implementation:**
 - Understanding business requirements for sales processes (e.g., order processing, delivery, billing).
 - Mapping client's sales processes to SAP SD functionalities.
 - Example: Configuring SAP SD for a manufacturing client to automate order-to-delivery workflows, ensuring integration with inventory (MM) and finance (FICO) for real-time updates.

Unit 2: Enterprise Structure in SAP SD

- **Topics:**
 - Definition and assignment of organizational units: Company Code, Sales Organization, Distribution Channel, Division, Sales Office, Sales Group
 - Assigning distribution channels to sales organizations
 - Configuring sales areas and sales lines

- **Real-Time Implementation:**

- Setting up the enterprise structure based on the client's business model (e.g., regional sales offices, multiple distribution channels like retail, wholesale, or e-commerce).
- Example: For a global retailer, configure multiple sales organizations for different regions (e.g., North America, Europe) and assign distribution channels (e.g., online, direct sales) to streamline operations.

Unit 3: Master Data in SAP SD

- **Topics:**

- Customer Master Record (CMR): Account groups, partner functions
- Material Master Record: Material types, sales views
- Condition Master: Pricing, discounts, taxes
- Customer-Material Info Record

- **Real-Time Implementation:**

- Creating and maintaining master data for customers, materials, and pricing conditions in alignment with client requirements.
- Example: For an FMCG company, set up customer master data with specific credit limits and pricing conditions for bulk buyers, ensuring accurate order processing and invoicing.

Unit 4: Sales Documents and Processes

- **Topics:**

- Sales document types: Inquiry, Quotation, Sales Order, Contracts
- Item categories and schedule line categories
- Document flow and process chain
- Copy controls and incompleteness logs

- **Real-Time Implementation:**

- Configuring sales document types to match client-specific sales processes (e.g., standard orders, rush orders, or cash sales).
- Example: For an electronics distributor, configure a sales order process with copy controls to automatically generate delivery and billing documents, reducing manual intervention.

Unit 5: Pricing and Condition Techniques

- **Topics:**
 - Condition techniques: Condition tables, types, access sequences
 - Pricing procedures: 16 fields, condition supplements, scales
 - Header and item conditions, group conditions, condition exclusion
 - Free goods processing, surcharges, and discounts
- **Real-Time Implementation:**
 - Designing pricing procedures tailored to client pricing strategies (e.g., volume-based discounts, seasonal pricing).
 - Example: For a pharmaceutical company, configure pricing with condition types for trade discounts, taxes, and rebates, ensuring compliance with regional tax regulations.

Unit 6: Delivery and Shipping

- **Topics:**
 - Delivery document types, item categories, and schedule lines
 - Picking, packing, and shipping processes
 - Route determination and transportation planning
 - Availability check and transfer of requirements (TOR)
- **Real-Time Implementation:**
 - Setting up delivery processes to align with client logistics (e.g., warehouse-to-customer delivery, third-party logistics).
 - Example: For an e-commerce client, configure automated picking and packing processes integrated with third-party logistics providers for real-time shipment tracking.

Unit 7: Billing and Invoicing

- **Topics:**
 - Billing document types: Invoices, credit/debit memos, proforma invoices
 - Billing plans: Periodic and milestone billing
 - Revenue account determination
 - Integration with FICO for financial postings
- **Real-Time Implementation:**
 - Configuring billing processes to handle client-specific invoicing requirements (e.g., consolidated invoices, split billing).
 - Example: For a telecom company, set up milestone billing for service contracts, ensuring accurate revenue recognition in FICO.

Unit 8: Credit Management

- **Topics:**
 - Credit control area configuration
 - Simple and automatic credit checks
 - Credit limit management and blocking scenarios
- **Real-Time Implementation:**
 - Implementing credit checks to mitigate financial risks for clients with large customer bases.
 - Example: For a wholesale distributor, configure automatic credit checks to block orders if a customer exceeds their credit limit, integrating with FICO for real-time credit updates.

Unit 9: Special Sales Processes

- **Topics:**
 - Cash sales and rush orders
 - Consignment sales: Fill-up, issue, pick-up, return
 - Third-party sales and intercompany sales
 - Stock transfer orders (STO): Intra-company and inter-company
 - Make-to-order (MTO) and individual purchase order (IPO)

JRS ENTERPRISE AND DEVELOPMENT SOLUTION (a Group of Ecomexports)

GST No-33DZMPR9279E1ZO

Website-www.jrsenterprise.com

WhatsApp us- 9894608655 Instagram-renish.jrs

- **Real-Time Implementation:**

- Configuring special sales processes to meet unique client needs (e.g., consignment for retail, third-party for drop-shipping).
- Example: For an automotive supplier, implement consignment sales where stock is maintained at the customer's location, with billing triggered only upon consumption.

Unit 10: Integration with Other SAP Modules

- **Topics:**

- SD-FICO integration: Revenue and reconciliation account determination
- SD-MM integration: Availability check, transfer of requirements
- SD-PP integration: Make-to-order and production planning
- Idocs and batch job handling

- **Real-Time Implementation:**

- Ensuring seamless data flow between SD and other modules for end-to-end business processes.
- Example: For a manufacturing client, configure SD-MM integration to check material availability in real-time and trigger procurement if stock is low, while posting sales revenue to FICO.

Unit 11: Advanced Topics

- **Topics:**

- Variant configuration: Configuring products with multiple variants
- Batch management: Master data and batch determination
- Rebate agreements and processing
- Output determination and text determination
- Data transfer techniques (e.g., LSMW for legacy data migration)

- **Real-Time Implementation:**

- Implementing variant configuration for customizable products or rebate agreements for promotional campaigns.
- Example: For a furniture manufacturer, configure variant configuration to allow customers to choose colors, sizes, and materials, with pricing adjusted dynamically.

Unit 12: Customer Complaints and Returns

- **Topics:**

- Returns process: Return orders, credit/debit memo requests
- Free-of-charge deliveries and subsequent deliveries
- Invoice correction requests

- **Real-Time Implementation:**

- Setting up returns processes to handle customer complaints efficiently.
- Example: For a retail client, configure a returns process with automated credit memo generation for defective products, ensuring compliance with return policies.

Unit 13: Implementation and Support Projects

- **Topics:**

- ASAP methodology: Project preparation, blueprint, realization, testing, go-live, support
- Handling documentation and user training
- Support projects: Incident management, enhancements, and change requests

- **Real-Time Implementation:**

- Following ASAP methodology for end-to-end SAP SD implementation.
- Example: For a new SAP implementation, conduct blueprint workshops to gather client requirements, configure the system in the realization phase, perform user acceptance testing (UAT), and provide post-go-live support to resolve issues.

Unit 14: Technical Topics (Optional for Functional Consultants)

- **Topics:**

- User exits and enhancements
- Data transfer techniques (LSMW, BDC)
- Basic ABAP debugging for SD processes

- **Real-Time Implementation:**

- Using LSMW to migrate legacy customer and material data into SAP.
- Example: For a client transitioning from a legacy CRM to SAP, use LSMW to import customer master data, ensuring data accuracy and consistency.

Real-Time Implementation Process

The SAP SD implementation process typically follows the **ASAP (Accelerated SAP) methodology**, which is widely used in real-world projects. Here's how it aligns with the syllabus:

1. Project Preparation:

- Define project scope, objectives, and team roles.
- Identify client's sales and distribution processes (e.g., order types, pricing strategies).
- Example: For a retail client, define the scope to include online and offline sales channels with specific pricing and delivery requirements.

2. Business Blueprint:

- Gather detailed requirements through workshops with stakeholders.
- Map client processes to SAP SD functionalities (e.g., consignment sales, third-party orders).
- Document the blueprint, including enterprise structure, master data, and integration points.

3. Realization:

- Configure SAP SD based on the blueprint (e.g., sales organization, pricing procedures, delivery types).
- Perform unit testing for individual configurations (e.g., test pricing conditions for accuracy).
- Example: Configure a pricing procedure with condition types for discounts and taxes, then test with sample sales orders.

4. Final Preparation:

- Conduct integration testing with MM, FICO, and PP modules.
- Perform user acceptance testing (UAT) with client stakeholders.
- Train end-users on SAP SD processes (e.g., creating sales orders, generating invoices).
- Example: Simulate an end-to-end sales cycle from order creation to billing, ensuring data flows correctly to FICO for accounting.

5. Go-Live and Support:

- Migrate master data (e.g., customers, materials) using LSMW or other tools.
- Monitor system performance post-go-live and resolve issues (e.g., incorrect pricing, delivery blocks).
- Provide ongoing support for enhancements and change requests.
- Example: Post-go-live, address a client issue where credit checks are blocking valid orders by adjusting credit control settings.

6. Post-Implementation Support:

- Handle incidents (e.g., billing errors, delivery delays) via ticketing systems.
- Implement enhancements (e.g., new pricing conditions for a promotional campaign).
- Example: For a client launching a new product line, configure variant configuration to support customizable products and update pricing procedures.

Certification and Career Relevance

- **SAP SD Certification:** The syllabus prepares for the **SAP Certified Application Associate - Sales and Distribution with SAP ERP 6.0 EhP7** or **S/4HANA Sales** certification, validating expertise in SD configuration and implementation.
- **Career Roles:** SAP SD Consultant, Analyst, Manager, or Support Specialist.
- **Salary Range:** In India, fresher SAP SD consultants earn ₹2.25L–₹6L annually, while experienced professionals can earn ₹6L–₹15L or more, depending on expertise and location.