



IT & Software Training Options @ Sap Corporate Academy

Whether you're looking for **IT & Software Computer Training**, start your next journey with
India's Best IT & Software Training Institute @Sap Corporate Academy -- we have a
different training options for you.

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Learning Collaborations



Global Certifications



SAP SD Course – Sales and Distribution Module

Course Overview:

SAP SD (Sales and Distribution) is one of the most crucial modules in SAP ERP. It manages all sales, customer distribution, and billing processes. This course is designed to help professionals master the end-to-end functionalities of SAP SD and prepare for real-time business operations and certification.

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Objectives:

- **Understand SAP SD architecture and business processes**
- **Learn configuration and customization of SD components**
 - **Master order-to-cash (O2C) cycle**
- **Integrate SD with other SAP modules like MM, FICO, and WM**

Modules Covered:

1. Introduction to SAP SD

- a. **Role of SD in SAP ERP**
- b. **Navigation and Basic Terminology**
- c. **Organizational Structure in SD**

2. Master Data

- a. **Customer Master Data**
- b. **Material Master Data**
- c. **Customer-Material Info Records**
- d. **Condition Master Data (Pricing)**

3. Basic Functions

- a. **Pricing and Conditions Techniques**
 - b. **Free Goods and Taxes**
 - c. **Credit Management**
 - d. **Output Determination**
 - e. **Text Determination**

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4. Sales Documents

- a. Inquiry, Quotation, Sales Order**
- b. Contract and Scheduling Agreements**
- c. Order Processing and Customization**
- d. Sales Document Types and Configuration**
 - e. Integration with FI Module**

5. Returns and Special Sales Processes

- a. Return Orders and Credit Notes**
- b. Intercompany Sales**
- c. Third-Party and Consignment Sales**

6. Cross-Functional Integration

- a. SD with MM (Materials Management)**
 - b. SD with FI (Finance)**
- c. SD with PP (Production Planning)**

7. Reports and Analytics

- a. Standard SAP SD Reports**
- b. Sales Performance KPIs**
- c. Custom Report Generation**

Hands-On Practice:

- Full Order-to-Cash (O2C) Cycle Execution**

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- **Pricing Configuration & Scenarios**
 - **Delivery and Billing Processing**
- **Real-time case studies and scenarios**

☐ ***Certification Preparation:***

- **SAP Certified Application Associate – Sales and Distribution with SAP ERP**
 - **Practice tests and study materials provided**

Course Duration:

6–8 Weeks (Flexible batches: Weekends / Weekdays)

Mode of Training:

Online Live / Classroom / Self-paced

☐ ***Contact Information:***

Institute: SAP Corporate Academy
Phone: +91 93100 50979

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