SAP Sales and Distribution Course Details

By **Besant Technologies**

Course Name	SAP Sales and Distribution
Category	SAP
Venue	Besant Technologies
Address	No.24, Nagendra Nagar, Velachery Main Road, Velachery, Chennai – 600 042 Landmark – Opposite to Phoenix Market City
Official URL	SAP Sales and Distribution Training
Demo Classes	At Your Convenience
Training Methodology	30% Theory & 70% Practical
Course Duration	35-40 Hours
Class Availability	Weekdays & Weekends
For Demo Class	Call - +91-996 252 8293 / 94 Email ID – besanttech@gmail.com

Why Besant Technologies?

- Training by highly experienced and certified professionals
- No slideshow (PPT) training, fully Hand-on training
- Interactive session with interview QA's
- Real-time projects scenarios & Certification Help
- Most competitive & affordable course fees
- Placement support for all courses
- List of established & satisfied clients & students (Visit our website for reviews).

SAP Sales and Distribution Training Outline

Introduction

- Introduction to SAP
- SAP GUI
- Enterprise Structure

Master Data

- Customer Master
- Material Master
- Customer Material Info

Sales Documents

- Overview of Sales Document
- Sales Order Document Configuration
- Sales Document Determination

Item Categories

- Overview of Item Categories
- Item Category Configuration
- Item Category Determination

Schedule Line Categories

- Overview of Schedule Line Category
- Schedule Line Category Configuration
- Schedule Line Category Determination

Copy Control

- Overview
- Copy Control for Sales Documents

Special Sales Document Processes (Quotation, Rush Order, Credit memo, Debit memo, Consignment Process, Invoice Correction Request)

Contract and Schedule line Agreements and Other Special Process

- Quantity Contracts
- Value Contracts Process
- Contracts Configuration
- Service and Maintenance Contract Process
- Incompletion Procedure and Status Profile Configurations

Availability Check and Transfer of Requirements

- Individual and Collective Requirements
- Transfer of Requirement Configuration
- Delivery
- Delivery Order Configuration

- Delivery Item Categories Configuration
- Shipping Point Determination
- Picking
  - Storage Location Determination
- Packing
- Route Determination
- Post Goods Issue in Delivery

Prices and Taxes

- Condition Technique
- Condition Tables
- Access Sequences
- Condition Types
- Pricing Procedure
- Determination of Pricing Determination
- Condition Exclusions

Taxes

- Defining Tax Determination Rules
- Defining Regional Codes
- Configuration Of Material Taxes & Customer Taxes

Output Configuration

Text Determination

Material Determination

Credit Management

- Maintaining Credit Control Area
- Automatic Credit Control Configuration

Partner Determination

Billing

- Overview of Billing Process
- Billing Document Configuration
- Billing Document Types
- Collective Billing
- Invoice Lists
- Billing Plan
- FI/SD Integration