

Sales and Distribution Course Content

<p>Overview of the Sales and Distribution</p> <ul style="list-style-type: none"> ❖ ENTERPRISE STRUCTURE ❖ DEFINITION ❖ AND ASSIGNMENT OF ORGANISATIONAL ELEMENTS ❖ ACCOUNT GROUPS ❖ NUMBER RANGES ❖ PARTNER DETERMINATION FUNCTIONS ❖ CMR(CUSTOMER MASTER RECORD) ❖ MMR(MATERIAL MASTER RECORD) ❖ CUSTOMER MATERIAL INFO RECORD ❖ CONDITION RECORD ❖ SALES DOCUMENTS ❖ ITEM CATEGORY, ITEM CATEGORY DETERMINATION ❖ SCHEDULE LINE CATEGORY, ❖ SCHEDULE LINE CATEGORY DETERMINATION ❖ INQUIRY, QUOTATION, SALES ORDER, ❖ DELIVERY, PGI, INVOICE CREATION ❖ DELIVERY DOCUMENTS, ❖ OVERVIEW OF OUTBOUND DELIVERIES ❖ ROUTE DETERMINATION ❖ SHIPPING POINT DETERMINATION ❖ PICKING, PACKAGING ❖ BILLING DOCUMENTS ❖ INVOICE CANCELLATION 	<p>SD</p> <ul style="list-style-type: none"> ❖ PRICING ❖ CONDITION TECHNIQUE IN PRICING ❖ PRICING PROCEDURES CONFIGURATION ❖ CONDITION TYPE, ACCESS SEQUENCE, ❖ CONDITION TABLE, CONDITION RECORD ❖ PRICING SCALES ❖ CONDITION EXCLUSION PROCEDURE ❖ SPECIAL SALES ORDERS-RUSH ORDER, CASH SALES ORDER ❖ SCHEDULING AGREEMENTS & CONTRACTS ❖ FREEGOODS DETERMINATION ❖ MATERIAL DETERMINATION ❖ REVENUE ACCOUNT DETERMINATION ❖ TEXT DETERMINATION ❖ OUTPUT DETERMINATION ❖ CREDIT MANAGEMENT ❖ SIMPLE, AUTOMATIC CREDIT MANAGEMENT ❖ BOM(BILL OF MATERIALS) ❖ THIRD PARTY BUSINESS PROCESS ❖ LIS(LOGISTICS INFORMATION FUNCTIONS) ❖ TABLES IN SAP SD ❖ SYSTEM LANDSCAPE
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------