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SAP S/4 HANA SD Training Course Content
Course Duration - 45-50 Hrs., 7-8 Weeks

Course Information

Batch Options

Weekday Batch
Mon – Fri – 1.5 Hr./Day

About the Trainer

Industry Expert Trainer with 15+ Years Real Time Work Experience at Top US Based Product and Consulting Firms

Contact Us

Mobile: +91 73960 33555
WhatsApp: +91 73960 33555
Mail: Prasad@unogeeks.com
Website: Unogeeks.com

Introduction To SAP S/4HANA SD Training (With Live Project)

SAP S/4 HANA SD (With Live Project)

SAP Sales and Distribution (SAP SD) is a core functional module in SAP ERP Central Component (ECC) that allows organizations to store and manage customer- and product-related data. UnoGeeks **Best in Class SAP S/4 HANA SD consultant** training delivers the understanding and expertise professionals need to get into In Demand **SAP S/4 HANA SD Job** Roles.

What you'll learn

➢ Introduction to ERP, SAP, R/3 Architecture & S4 HANA

➢ Organizational Structure, Master Data – Customer Master Record

➢ Manage Material Master Record, Customer Master Info Record

➢ Manage Delivery Documents, Pricing, Business Process & Determination

➢ Manage Customer Complaints, Special Sales & Companies

➢ SAP SD Batch Management & Technical Requirements for SD

➢ SAP SD Integrations with MM, WM, S/4 Hana

➢ Help you with SAP Certification Prep, Mock Interviews and Job Assistance

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Course Content

Module 1: Introduction to ERP SAP R/3 HANA

- **Introduction to ERP**
  - Why ERP?
  - Why not ERP?
- **Introduction to SAP ECC**
  - Why SAP?
  - What is SAP S/4 HANA
  - What is SAP HANA DATA BASE?

Module 2: Introduction to SAP R/3 Architecture

- **SAP R/3 Architecture**
  - Hardware/Software views
  - Typical Client Server Architectures
  - What does an R/3 database contain?
- Client/server overview
- ASAP Methodology
- AGILE Methodology

Module 3: Basic Settings / SAP Navigation

- Global Settings
- Login
- Sessions
- SAP Screens
- Features of SAP Navigations
- Features of SAP Easy Access Screens
- Features of Implementation Guide Screen

Module 4: Organizational Structure in SAP R/3 System

- **Creation of Organizational elements: (Covers SD, FI & MM) Company**
  - Company code
  - Sales organization
  - Distribution channels
  - Division
  - Sales Area
  - Business Area
  - Sales Office
  - Sales Group
  - Plant

- Storage Location
- ➢ Assignment of Organizational elements

Module 5: Master Data - Customer Master Record [CMR]

- ➢ Creation of customer Account Group
- ➢ Field selections of Customer Master
- ➢ Number ranges creation and assignment to Account group
- ➢ Partner functions for Customer Master
- ➢ Change and Display of Customer Master
- ➢ CMR - Central, Sales, Area
- ➢ CMR - Levels of Data
- ➢ Blocking, Deleting, Customers

Module 6: Master Data - Material Master Record

- ➢ Definition of Material Master Record [MMR]
- ➢ Material Type and Industrial Sector
- ➢ Views of MMR specific to SD, MM, PP and FI
- ➢ Create, Change, Display and Extend of MMR
- ➢ Stock Maintenance and Stock Overview

Module 7: Master Data - Customer Master Info Record [CMIR]

- ➢ Master Data Maintenance
- ➢ Customer Material Number
- ➢ Important Data in CMIR
- ➢ Structure of Sales Documents
- ➢ Sales Document type
- ➢ Item Category and Determination
- ➢ Schedule Line Category and Distribution
- ➢ Copy Control
- ➢ Order Reasons
- ➢ Tables and Reports in Sales

Module 8: Documents

- ➢ Delivery Documents
- ➢ Structure of Delivery Documents
- ➢ Delivery Documents
- ➢ Delivery Item category and Determination
- ➢ Effects of PGI, Shipping and Transportation
- ➢ Delivery Blocks

- ➢ Copy Control
- ➢ Tables and Reports in Delivery

Module 9: Pricing

- ➢ Condition Records [Pricing]
- ➢ Condition Type Controls
- ➢ Condition Technique
- ➢ Condition Index
- ➢ Condition Update
- ➢ Condition Supplements
- ➢ Group Condition
- ➢ Group Condition Routine
- ➢ Header Condition
- ➢ Exclusion Groups

Module 10: Basic Business Process & Determination

- ➢ **Business Process**
  - Business Process [Sales Cycle]
  - Inquiry, Quotation, Standard Order Delivery, Billing
- ➢ **Basic Determination**
  - Route Determination
  - Material Determination
  - Listing & Exclusion
  - Item Proposal
  - Cross Selling
  - Incomplete Procedure
  - Output Determination
  - Text Determination
  - Revenue Determination
  - Reconciliation Determination
  - Cash Settlement Determination
  - Tax Determination
  - Copy Controls
  - Delivery Scheduling
- ➢ **Credit Management**
  - Credit Control Area
  - Simple Credit Check
  - Automatic Credit Check
- ➢ Availability Check and Transfer of Requirements (TOR)

Module 11: Special Sales & Companies

- ➢ **Special Sales Orders**
  - Cash Sales
  - Rush Orders
- ➢ **Consignment**
  - Introduction
  - Consignment Stock Process
  - Transaction in Consignment Stock Process
  - Special Stock Maintenance

Module 12: Customer Complaints

- Returns Process
- Credit Memo Request
- Debit Memo Request
- Invoice Correction Request
- Free of charge Subsequent Deliveries
- Free of charge Deliveries

******* SAP SD Integration with other modules *******

Module 13: Business Process (SD - MM Integration)

- ➢ **Third Party Sales Process**
  - Introduction
  - Third Party Order Process
  - Third Party Material
  - Introduction to MM processes 4 Scenarios

Module 14: Business Process (SD - MM - WM Integration)

- ➢ **Inter - Company Process**
  - Introduction
  - Inter — Company Customers
  - Inter — Company Price
  - Inter — Company Sales Processing Inter — Company Billing
- ➢ **STO (Stock Transfer Order)**
  - Stock Transfer and Stock Transport Order Inter – Company STO
  - Integration with MM
- ➢ IPO (Individual Purchase Order)
- ➢ MTO (Make to Order)

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Module 15: Additional Topics

- **Rebate Processing**
  - Introduction
  - Rebate Master Data
  - Rebate Condition Types
  - Rebate Accruals
  - Rebate Agreement Types
  - Rebate Condition Types and Pricing

Module 16: Batch Management

- Condition Tables
- Access Sequence
- Strategy Types
- MM Batch Search Procedure
- Batch Status in sales
- Characteristics and class
- Sort Sequence for sales Batch
- SLED In Batch in sales
- Manual And Automatic Batch Display In sales
- Variant Creation
- **Contracts**
  - Quantity Contracts
  - Value Contracts
  - Value Contracts Material Specific
- **CIN**
  - Condition Based
  - Formula Based

Module 17: Technical Requirements for SD

- LSMW
- BADI
- BAPI
- SD Standard Reports

********* PROJECT – Implement SAP MM for a Live Project

Introduction to Project Use Case

➢ Implement SAP MM for a Live Project.

Project Work:

➢ Understand the requirement and come up with config workbooks.

➢ Configure SAP MM as per config workbook.

Module 18: Project Work – Configure SAP MM as per Client Requirement

➢ Implement SAP MM Modules as per Config Workbooks

➢ Test the setups.

Module 19: SAP MM Certification Guidance

➢ Explain various SAP MM Certification Options

➢ Discuss Important SAP Certification Exam Questions

➢ Prepare for SAP MM Certification

Module 20: Resume Preparation, Interview and Job Assistance

➢ Prepare Crisp Resume as SAP MM Specialist

➢ Discuss common interview questions in SAP MM

➢ Provide Job Assistance