
Sales and Distribution Course Content

Overview of the Sales and Distribution

- ❖ 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

SD

- ❖ 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