

# Sales and Distribution

## Course Outline

1. **Sales Overview:**
  - Process in Sales and Distribution
  - Basics in Sales and Distribution transaction
  - Sales doc structure
  - Presales process to complete sales doc.
  - Sales transaction and its basics
  - Sales Organizations and enterprise architecture.
  - Sales org's units and its contents creation and assigning
  - Org units in sales process and objectives:
2. **Enterprise overview and creation with cross module overview:**
  - Overview of Enterprise structure and its relation ship with MM and FI view
  - Transaction process and its relation ship.
  - Relation between Fi and SD.
  - Creation of org structures in Sales area and its corresponding units.
3. **Sales order creation and understand the business needs and information process and its relation.**
  - Sales order processing from the SAP point of view.
  - Information process in sales view: Where and how the sales order is being processed.
  - Understand and create Business partners and master data.
  - Automatic information process in sales view :: e.g.: plants
  - Exploring business process in sales order.: changes to sales order docs
  - Understand the sales process blocks.
4. **The behavior and control of sales docs with sales doc types.**
  - The business objectives and its importance.
  - Function and process in controlling and customizing sales doc types
  - Business process in sales and its functions
  - phases in sales and its doc category types and how to control sales doc types
  - Doc types functions
  - Customizing doc types for sales process and assigning to specific sales areas.
  - Process and functions and customizing of the sales doc types.
  - Sales doc types and its comparison
5. **Modifying the sales doc types with item category according to the business needs.**
  - Key Process in determining and customizing the item categories and its examples and its purpose.
  - Item category functionality overview, and variation, and its outcome.
  - Creating of Item category and linking them to customized sales doc types.
  - Item Categories and item Category Determination.
  - BOM : Bills of materials in sales doc and its purpose in sales process
  - How to create and process with different functionality and its rules.
6. **Sales document and item schedule control.**
  - The nature of the doc type and its categories: schedule line and its functionality.
  - Exploring schedule line categories.
  - The process and functions in creating and linking schedule line categories to sales doc types.
7. **The flow of screens in sales and data transformation from doc type to doc type.**
  - Understanding of doc flow and completion status of the doc process.
  - Copying control in Sales docs and its usage.
8. **Special Business sales process and its transaction.**
  - Order types, output types, and how delivery is planned if certain goods are to be free or priced.
  - Consignments: business process and its various special issues in business process.
  - The nature of the order type and the business requirements. Fill-up, pick-up, issues, billing.
9. **Document process in Incompletion.**
  - What are the impacts of incompletion rule and its behavior in sales documents.

- How to customizing the incompleteness for a given sales doc.
  - Controlling the Incompletion log.
  - At what level it is used and how.
10. **What and who are business partners and its determination.**
- How to configure the business partners and its business needs.
  - Partner functions and nature of relationship.
  - Partners in sales process.
  - Customers Master and Account Group.
  - Role of partner function per account groups.
  - Partner determination and its procedures.
  - Partner determination for sales docs.
11. **Outline agreements and its overview.**
- Understanding of outline agreements.
  - Sales doc types for different outline agreements.
  - How to schedule outline agreement.
  - Quantity contract.
  - Messages about open outline agreements.
  - How the data is activated for contracts; and
  - how to determine the dates for these kind of contract agreements
  - Creation and exploring them to complete the process in agreements.
  - Scheduling agreements, Rental contract, value contract and Partners authorization to release.
  - Customizing for item categories in the value contract.
12. **Material Determination.**
- Material inclusion and Material Exclusion
  - Creation of Material Determination Master Record
  - Procedure in condition technique listing and exclusion
  - Hands on material determination and product selection and material Listing and material Exclusion.
13. **Free goods and its sales process.**
- Understanding business process and needs in free goods concept overview
  - Exploring free goods and customizing free goods.
  - Hands on free goods process. Condition technique, free goods master data, free goods calculation rule.
  - Enjoy SAP Reward: Sales Scenarios. Test your skills.