

Sales and Distribution (SD)

Sales and Distribution helps to optimize all the tasks and activities carried out in sales, delivery and billing. Key elements are: pre-sales support, inquiry processing, quotation processing, sales order processing, delivery processing, billing, and sales information system.

It cannot be stressed how important this module is or the impact that it has in the structure of SAP. Since sales processes and delivery systems are crucial functions in today's businesses, SAP's SD module is appropriately made up of multiple components such as Master data (SD-MS), Sales (SD-SLS), Foreign trade (SD-FTT), and many more. This course will include basic functions, sales document flow, invoicing, and how the SD module interfaces with other modules.

-G. C. Williams, 2000. "Implementing SAP R/3 Sales & Distribution," McGraw Hill., 2000.

Who should attend the course

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| <ul style="list-style-type: none">▪ Sales and Distribution Professionals▪ Transportation Personnel▪ Sales Managers | <ul style="list-style-type: none">▪ CRM Professionals▪ Consultants |
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Prerequisites

Business Process Knowledge, Industry Knowledge