XCELERATE TRAINING INSTITUTE

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INFORMATION TECHNOLOGY

# Sap Sales and distribution (SD) Training Course

| DURATION | LANGUAGE | FORMAT |
|---|---|---|
| **10 days** | **English** | **Classroom / Online** |

## Upcoming dates

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 1 – 12 ???? 2027 | Live online | Online (live) | **€1?800** |
| 13 – 24 ?????? 2027 | Live online | Online (live) | **€1?800** |
| 11 – 22 ?????? 2027 | France | Classroom | **€7?200** |

### Register or ask a question

Online: x8ti.com/course/sap-sales-and-distribution-sd-training-course/

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# Sap Sales and distribution (SD) Training Course

## Introduction

This Course by Xcelerate Training Institutes is a core component of SAP ERP, managing the sales, delivery, and billing processes for products. Closely integrated with other SAP modules like MM and PP, SD collects essential customer information and facilitates efficient order-to-cash operations. Account groups, a crucial element, categorize customers based on their characteristics and influence how their data is managed. Proficiency in SD is essential for optimizing business performance and is a key focus of SAP SD certification programs.

## Learning Objectives

- Gain a comprehensive understanding of core SD business processes and their implementation in SAP.
- Apply learned concepts to real-world project scenarios.
- Master the complete order-to-cash cycle in SAP SD.

## Training Methodology

This Course by Xcelerate Training Institutes should blend theoretical knowledge with practical application. Begin with an overview of the order-to-cash cycle, covering key concepts like master data, sales documents, delivery processing, and billing. Use a combination of instructor-led sessions, e-learning modules, and hands-on exercises in a simulated SAP environment. Real-world case studies and scenarios help trainees apply their knowledge. Regular assessments and quizzes reinforce learning. Advanced topics like pricing, rebates, and shipping can be covered in optional modules. Consider providing access to SAP documentation and online forums for continuous learning.

## Benefits for Your Organisation

This Course offers a comprehensive solution for managing your organization's sales and distribution processes, streamlining operations, and improving customer satisfaction. By centralizing customer and product data, automating order processing, optimizing inventory management, and providing real-time insights, SAP SD empowers you to make informed decisions, reduce errors, and accelerate time-to-market, ultimately driving growth and profitability.

## Benefits for You

This Course offers a comprehensive solution for managing your entire sales process, from customer inquiries to delivery and invoicing. By streamlining order processing, automating tasks, and providing real-time insights, SAP SD helps you improve efficiency, reduce errors, and enhance customer satisfaction. With integrated features like pricing management, shipping logistics, and billing, you can optimize your sales operations and drive business growth.

## Who Should Attend

This course is designed for finance and accounting professionals seeking to enhance their technical skills in SAP Financial and advance their careers.

## Course Outline

### ERP and SAP Fundamentals

- Introduction to Enterprise Resource Planning (ERP) systems
- Overview of ERP packages
- In-depth look at SAP ERP
- Comparative analysis of SAP against other ERP solutions
- Understanding the SAP system landscape

### Organizational Setup and Customer Management

- Defining and assigning SD organizational units
- Comprehensive customer master data management
- Account group configuration
- Customizing data fields for customers
- Allocating customer number ranges

### Product and Pricing Setup

- Creating and maintaining material master data
- Establishing customer-material relationships
- Defining pricing conditions
- Managing shared master data
- Configuring basic SD settings

### Order Processing Configuration

- Determining item categories for order items
- Configuring schedule line categories
- Defining shipping points
- Assigning picking locations
- Managing order blocking reasons

### Sales Document Management

- Understanding order types and their purposes
- Structuring sales documents and their controls
- Managing sales, shipping, and billing documents
- Defining document types and their functionalities
- Controlling sales document flow

### Order Processing and Pre-Sales Activities

- Controlling item and schedule line categories in orders
- Handling pre-sales activities

- Processing outline agreements
- Managing order creation and processing

## Order Fulfillment and Post-Sales Activities

- Processing customer complaints
- Managing delivery creation and execution
- Creating and posting billing documents
- Copying sales, delivery, and billing documents
- Controlling delivery and billing processes

## Pricing and Revenue Determination

- Calculating prices using pricing procedures
- Determining business partners involved in transactions
- Identifying relevant materials for pricing
- Managing price lists and exclusions
- Assigning revenue accounts for sales

## Taxes, Output, and Text Management

- Configuring tax determination
- Defining output types for documents
- Creating and managing text information
- Handling free goods promotions

## Additional SD Topics

- Transferring requirements between systems
- Implementing credit management
- Determining delivery routes
- Managing incomplete order processing
- Integrating project-related data

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# Registration Form

## Sap Sales and distribution (SD) Training Course

Preferred dates: ..... Venue or online: .....

Duration: 10 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

### Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

### Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

### Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

### Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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