

Certified Program in SAP SD Training



Online Training | Self Placed | Corporate Training



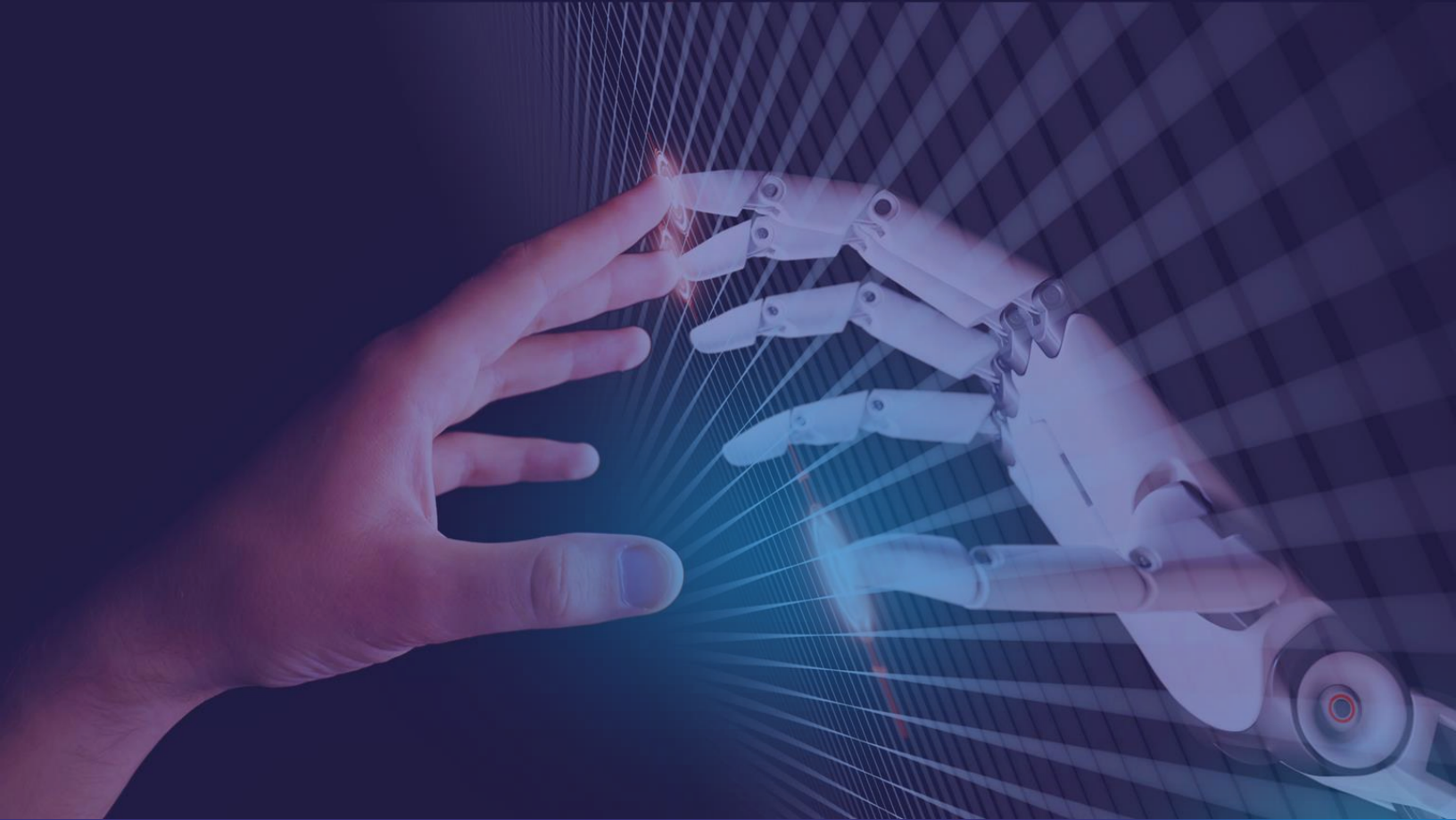
Tech Leads IT



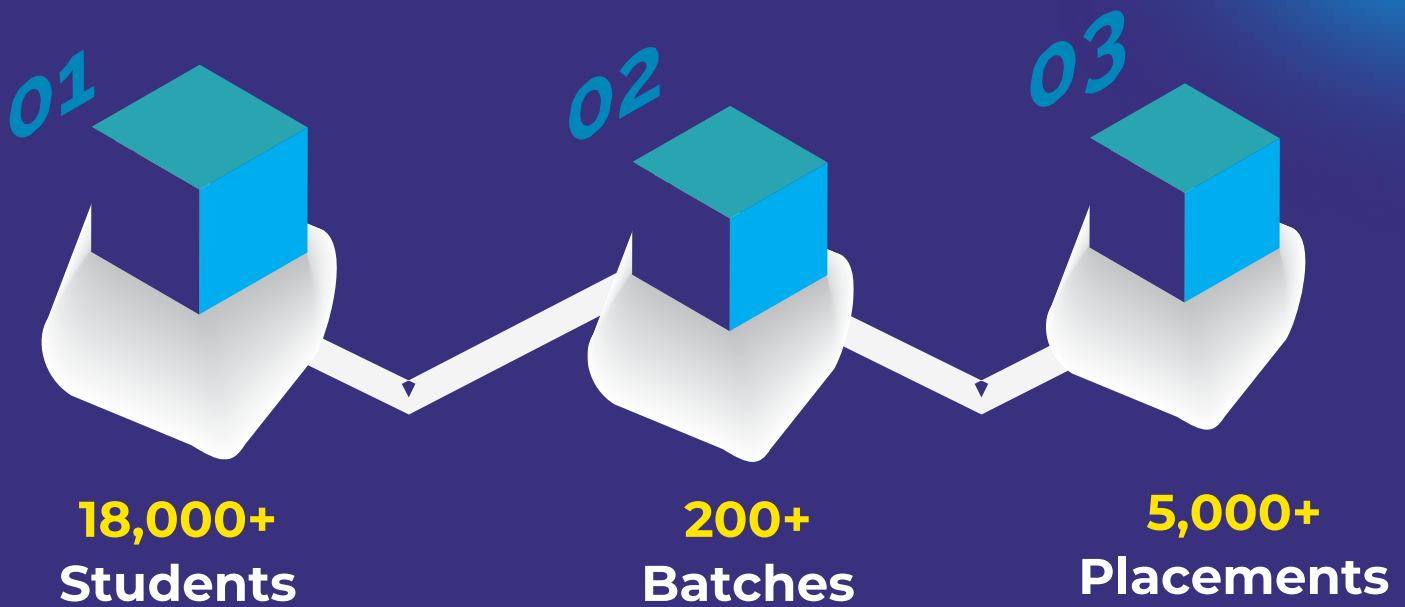
+91 8125 32 32 32



info@techleadsit.com



Learning Pathway



High Rated & Recommended Institute



4.8



4.5



4.2



Reviews have become an integral part of our everyday lives, shaping our experiences and guiding our decisions. From helping customers make informed choices to empowering businesses to build trust and credibility, reviews play a crucial role in the modern marketplace. By embracing reviews as a tool for transparency, authenticity, and growth, both buyers and businesses alike can reap the benefits of this powerful phenomenon.

FAQ'S —

- **DURATION**

Mon – Sat, Daily 1Hr. + 2 Months +
Including Real Time Project

- **CERTIFICATIONS**

After completion of the training, course
completion certificate issued from Tech
Leads IT

- **ELIGIBILITY**

Any Graduate

- **APPLICATION ACCESS**

3 Months

- **INTERVIEW QUESTIONS**

We have predefined set of Interview
Questions & Answers

- **AVG PACKAGES**

3.6-7 Lakh p.a. (Fresher) | 10-30 Lakh
p.a. (Experienced) may vary depending
on their experience

LEARNING PORTAL ACCESS - 1 Year

Till 1 year can attend 'N' number of batches Till 1 year
can access daily live class recordings from our portal

- **PLACEMENTS**

We are associated with Large to small
MNC companies to provide placements
to our top performed students

- **SAP CERTIFICATION**

Will help you to clear the SAP
Certification

- **RESUME HELP**

Will provide you sample resume
templates and helps you with resume
preparation

- **COURSE FEE**

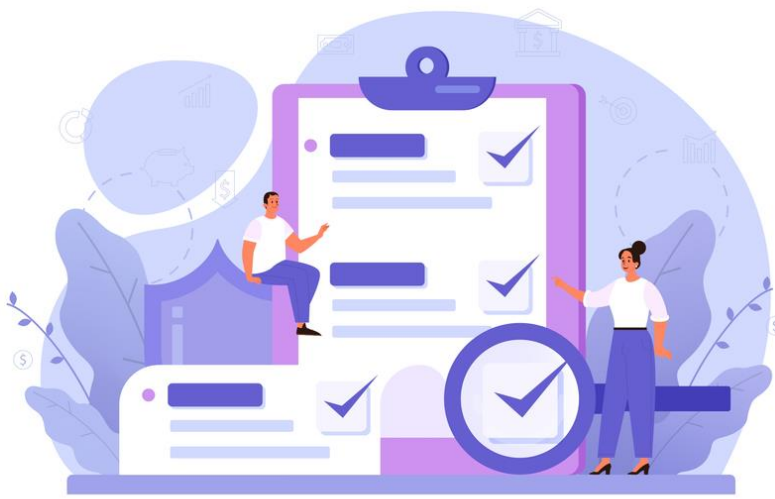
25,000/- INR

- **PRE REQUISITE**

Basic Understanding Of Sales Process

- **TRAINER DETAILS**

Real-Time Trainer
SAP SD– 20+ Batches completed



Key Highlights



**Training by Real
Time Experts**



Hands on Training



**Material, Case Studies
& Assignments**



**One-On-One with
Industry Mentors**



**Doubt Clarification
Sessions**



Limited Strength



**Dedicated Student
Manager**



**Resume & Interview
Prep Guidance**



**Course is curated by
subject matter experts**



**100% Assured
Placement Assistance**



**Mock-Up
Interview Sessions**



Real-Time Projects



Certified SAP SD Training

BASIC TO ADVANCED TRAINING

11+

Modules

60+

Hours Training

5+

Assessments

**We are making it a standout choice
among all offerings in India.**

SAP SD

Course Content Modules

① SAP Introduction

② Master Data Configuration

③ Sales Documents

④ Contracts and Special Processes

⑤ Available to Promise and Transfer of Requirements

⑥ Logistics Execution Process

⑦ Billing

⑧ Pricing and Taxes

⑨ Diverse Sales and Distribution Functions

⑩ Advanced Consultant Tools

⑪ Credit Management, Receivable Risk Management

SAP SD

Course Content Modules

1. SAP Introduction

- ✓ Introduction to SAP
- ✓ SAP Application Integration
- ✓ The SAPGUI
- ✓ Customizing Tools
- ✓ mySAP ERP Applications Overview
- ✓ Basic Transaction Codes
- ✓ Enterprise Structure
- ✓ SAP Customizing Implementation Guide
- ✓ Sales Offices and Sales Groups
- ✓ Organizational Structures in Accounting
- ✓ Organizational Structures in Logistics
- ✓ Assignment of Organizational Units

2. Staffing Models

- ✔ Customer Master Records
- ✔ Preparations for Creating Customer Master Data
- ✔ Material Master Data
- ✔ Customer-Material Info Records
- ✔ Master Data Specifics

3. Sales Documents

- ✔ Overview of a Sales Document
- ✔ Basic Sales Order Process
- ✔ Number Ranges
- ✔ Item Proposals (Product Proposal)
- ✔ Sales Document Types
- ✔ Assignment of Sales Areas to Sales Documents
- ✔ Creating Order Reasons for Sales Documents
- ✔ Defining Purchase Order Types for Sales Documents
- ✔ Sales Order Item Categories and Determination
- ✔ Defining Item Categories
- ✔ Item Category Determination

- ✔ Item Category Groups
- ✔ Item Category Usage
- ✔ Higher-Level Item
- ✔ Schedule Line Categories
- ✔ Defining Schedule Line Category
- ✔ Schedule Line Category Determination
- ✔ Summary Overview of a Sales Document
- ✔ Copy Control
- ✔ Sales Process Overview
- ✔ Copy Control for Sales Documents
- ✔ Special Sales Document Types
 - » The Quotation
 - » The Cash Sale Process
 - » The Rush Order Process
 - » The Credit Process
 - » The Debit Process
 - » The Returns Process
 - » Invoice Correction Request

4. Contracts and Special Processes

- ✓ Quantity Contracts
- ✓ Contract Configuration Settings
- ✓ Service and Maintenance Contract Process
- ✓ Value Contract Process
- ✓ Master Contracts
- ✓ Scheduling Agreements
- ✓ Consignment Stock Process

5. Available to Promise and Transfer of Requirements

- ✓ Material Determination
- ✓ An Introduction to the Condition Technique
- ✓ Material Listing and Exclusion
- ✓ Materials Planning & Transfer of Requirements
- ✓ Individual or Collective Requirements
- ✓ Availability Check
- ✓ Terminology Used in the Availability Check
- ✓ Basic Elements of the Availability Check
- ✓ Configuring the Availability Check with ATP Logic

6. Logistics Execution Process

- ✔ Delivery Process
- ✔ Delivery Document Configuration
- ✔ Delivery Item Categories and Determination
- ✔ Shipping Point Determination
- ✔ Configuring the Shipping Point Determination
- ✔ Delivery Creation Process
- ✔ Delivery Blocks
- ✔ Blocking Reasons
- ✔ Delivery Blocking at Header Level
- ✔ Delivery Blocking at Schedule Line Level
- ✔ Delivery Blocks at the Customer/Header Level
- ✔ Packing
- ✔ Packing by Item Category
- ✔ Packing Requirements
- ✔ Returnable Packaging
- ✔ Special Stock
- ✔ Posting Goods Issue in the Delivery

7. Billing

- ✓ Billing Process
- ✓ Defining Billing Document Types
- ✓ Special Billing Document Types
- ✓ Pro Forma Invoice
- ✓ Cancellation Invoice
- ✓ Inter-company Invoice
- ✓ Collective & Copy Control for Billing Documents
- ✓ Introduction to Collective Billing
- ✓ Introduction to Copy Control for Billing Documents
- ✓ Invoice Lists
- ✓ Creating Invoice List Types
- ✓ Billing Plans
- ✓ Defining Billing Plan Types
- ✓ Rebate Agreements
- ✓ Defining Rebate Agreement Types
- ✓ Inter-company Sales Transaction
- ✓ Inter-company Stock Transfer
- ✓ Payment Terms
- ✓ Configuring Payment Terms

8. Pricing and Taxes

- ✓ The Condition Technique
- ✓ Defining Condition Types
- ✓ Condition Tables
- ✓ Adding Fields to the Field Catalog
- ✓ Maintaining Pricing Procedures
- ✓ Pricing Procedure Determination
- ✓ Price-Relevant Master Data
- ✓ Defining Pricing Groups for Customers
- ✓ Defining Material Groups
- ✓ Tax Determination
- ✓ Tax Integration with Financial Accounting
- ✓ Account Assignment
- ✓ Materials: Account Assignment Groups
- ✓ Customers: Account Assignment Groups
- ✓ Assigning Account Determination Procedure

9. Diverse Sales and Distribution Functions

- ✓ Sales Incompletion Logs
- ✓ Partner Determination
- ✓ Text Determination
- ✓ Output Determination
- ✓ Customer Hierarchies
- ✓ Product Hierarchies

10. Advanced Consultant Tools

- ✓ Sales and Distribution User Exits, Enhancements & BADis
- ✓ SAP Enhancements
- ✓ Business Add-Ins
- ✓ List of User Exits in the Sales and Distribution Module
- ✓ EDI—Electronic Data Interchange
- ✓ Useful Transaction Codes

11. Credit Management, Receivable Risk Management

- ✓ Blocks, and Calendars
- ✓ Credit Management
- ✓ Maintaining a Credit Control Area
- ✓ Credit Control Basics
- ✓ Automatic Credit Management
- ✓ Receivables Risk Management
- ✓ Defining Forms of Payment Guarantee
- ✓ Payment Guarantee Procedure
- ✓ Blocking Customers
- ✓ Defining Shipping Blocks
- ✓ Defining Order Blocks
- ✓ Defining Billing Blocks
- ✓ Factory Calendars
- ✓ Defining Customer Calendars



***WATCH NOW
& SUBSCRIBE***



SAP SD Training



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Our Alumni work at



What our Trainees Say



”

The trainer is really able to communicate things in simple and crisp manner. Overall I found the training to be of Good value. Ease in accessing the content. However we can bring more of the business relevance or business cases in the training which might make it more useful.

Manisha Upadhyay



”

The teaching style is really very good, the way tutor explains the concepts are easy to understand. The material and instances they provide are also the great add on for the practice. No regret to choose Tech Leads.

Shubham Dave



”

Wonderful doubt clarification.

Kartik Khobragade



”

Thank you for a course. Good opportunities to ask questions and talk about real life examples.

Gadwala Ravi

Ask your queries to our experts!



Tech Leads IT course counsellors and learner support advisors are **available 24x7** to help you with your learning needs.



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info@techleadsit.com

send



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