SAP SD

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Introduction to SAP Environment

Sap Evolution & History
Sap Project Environment
Sap Ides System
Business Process
Sap Clients
System Landscape And Transportation System
Asap Methodology And Solution Manager
Logon To Sap System
R/3 Architecture

Enterprise Structure

Organizational Unit
Definition Of Organizational Elements
Assignment Of Organizational Elements
View Organization Structure

Master Data

Customer Master Data
Material Master Data
onditions Master Data
Customer Material Info Record

Basic Function

Account Groups
Number Ranges
Partner Determination Procedure
General Settings (Integration With All)
Material Type And Industry Sector
Stock Updating (Integration Sd & Mm)
Stock Overview (Integration Sd & Mm)

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Sales Document

Sales Document Overview
Sales Document Header Level
Sales Document Item Level
Sales Document Schedule Line Level
Item Category Determination
Schedule Line Determination
Defining And Assigning Number Ranges
Sales Document Types Assignment To Sales Area
Copy Control
Processing Sales Order
Sales Document Functions

Pricing

Pricing Overview
Working With Condition Records
Components Of Condition Techniques
Condition Tables
Access Sequence
Condition Type
Pricing Procedure
Pricing Procedure Determination
Upper And Lower Limits
Pricing Flow
Pricing Report
Condition Master Data

Shipping & Picking

Sales Document Overview
Shipping & Picking Overview
Overview Of Shipping
Organizational Units In Shipping
Defining Shipping Point And Determination
Defining Picking Point And Determination
Storage Location Determination

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Shipping & Picking

Storage Location Determination
Delivery Document Type
Scheduling (Backward And Forward)
Overview Of Route
PGI & PGR
Delivery Item Category Determination

Billing

Functional Overview
Billing Document Type
Defining And Assigning Number Ranges
Integration SD & FI & CO
Rebates Process

Sales Process Detailed Configuration Pre Sales

Inquiry
Quotation

Order & Delivery

Standard Order
Delivery Document
Return order processing

Special Sales Documents

Cash Sales
Rush order
Consignment Fill up
Consignment Issue
Consignment Return
Consignment Pickup

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Outline Agreements

Quantity Contracts
Material Relevant Value Contract
Value Contract General
Master Contract
Service Contract
Scheduling Agreement

Complaints

Credit Memo
Debit Memo
Returns
SDF (Subsequent Delivery Free of Charges)
Free Delivery
Invoice Correction

Advanced Topics

Revenue Account Determination
Free Goods Determination
Bills Of Materials
Material Determination
Cross Selling
Listing & Exclusion
Item Proposal
Route Determination
Tax Determination (Us)
Information Systems
Text Determination
Output Determination
Credit Management
STO (Stock Transfer Order)
Third Party Sales Process
Individual Purchase Order
Make to Order
Inter Company Sales Process

Batch Management
LSMW
BDC
FS (Functional Specification)
WRICEF Guidance

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Projects Overview
Business process mapping and consulting skills
Project documentation and guidance overview
EDI & IDOC Overview
Interview preparation & guidance
Other module Integration Knowledge
Interview questions and guidance

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