



# **SAP SD**

## **SALES & DISTRIBUTION**

### **Sap S4 Hana**

### **Training Program**

#### **Who Can Do?**

Before entering the program, candidates must have knowledge of Windows, MS. Office or any other business application. Candidates may also have the background of business domain, which S/he interested to join the SAP S4 HANA.

SAP SD is the Functional level training program on SAP S4 Hana, the candidate will be able to understand the SAP SD structure, processes, Architecture, Integration, Customization and other modules integration and its reporting systems.

**100,000+ Students  
have been Trained**

since  
1997

**Program is  
offered by**



**Invest in  
People the  
only Asset  
that Appreciates**



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## **Table of Content**

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Detail

Inauguration

Structure

Topics & Time Allocation

Other Learning Activities

About the Program Designer & Instructor

Syllabus

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## About the Program Instructor

The “SAP - ERP System Implementation” training program has designed by the 3D-EDUCATORS – TRAINERS AND CONSULTANTS.

The “SAP S4 HANA ERP System Implementation” Program has been conducted by senior certified and qualified SAP SD ERP Consultants and I.T. professionals, who having the huge experience of teaching and implementation of ERP. They have worked with various large commercial banks, Private, Multinational and public sector companies. The consultants are having the certification of SAP Applications.

They trainers are foreign qualified and having the degrees of PhD, M.Phil., MBA, MSc and research background, More they having the experience of local and abroad.

## Inauguration

The Training Program will be inaugurated by a senior member of 3DEducators

## Program Structure

No of classes per week	<b>01 Class</b>
Duration of each class	<b>03 – Hour</b>

## Other Learning Activities

Classroom Assignments	<b>15</b>
Presentations by Trainees	<b>01</b>

As Consultant & Senior Trainers, the team of trainers of SAP ERP implementation, we at 3D EDUCATORS – TRAINERS & CONSULTANTS would not compromise on the faculty quality, that’s where we train the professionals and enhanced their skills to the best to be the best.



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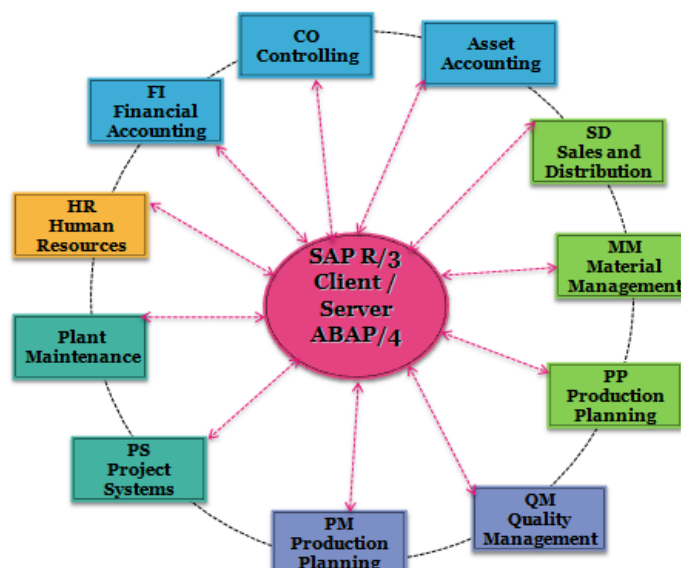


## ABOUT SAP S4 HANA MODULES | SAP S4 HANA MODULES LIST OVERVIEW

SAP S4 HANA Modules overview: – SAP stands for “Systems, Applications and Products in data processing “and it is the fourth largest software company in the world. SAP provides end to end solutions for financials, manufacturing, logistics, distribution etc. Each SAP module is integrated with other modules. SAP System divided in to two types of modules such as functional modules and technical modules.

The important SAP modules used by organization are FICO (Financials and Controlling), MM-(Materials Management), SD (Sales & Distribution), HR (Human Resources), PP (Production Planning), Project System PS.

## SAP S4 HANA Modules Integration





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### **Module 1: Introduction to SAP & SD Overview**

- Introduction to ERP & SAP S/4HANA
- SAP SD role in Order-to-Cash (OTC) cycle
- Integration overview (MM, FI, PP, WM)
- SAP Navigation / Organizational structure basics

### **Module 2: SAP SD Enterprise Structure**

- Defining Sales Organization
- Distribution Channel
- Division
- Sales Area
- Plant & Shipping Point
- Assignments between organizational units
- Practical exercises with real-time configuration

### **Module 3: Master Data Configuration**

#### **Customer Master**

- Account groups
- Number ranges
- Partner determination procedure
- Customer hierarchy
- Credit management master data

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### Material Master

- Material types
- Sales views
- Item categories for materials

### Pricing Master

- Condition records
- Price lists, discounts, surcharges, freight, taxes

### Module 4: Sales Documents Configuration

- Document types (OR, ZOR, Cash Sales, Rush Order)
- Number range assignment
- Sales document flow
- Incompletion log
- Copy control (VTAA, VTLA, VTFL)
- Text determination

### Module 5: Item Category & Schedule Line Determination

- Item categories (TAN, ZTAN, TAS)
- Assignment rules
- Schedule line categories (CP, DP, etc.)
- TOR (Transfer of Requirements)

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### Module 6: Pricing Procedure Configuration (Core of SAP SD)

- Condition technique
- Access sequence
- Condition types
- Pricing procedure setup (V/08)
- Account key configuration
- Special pricing:
  - Free goods
  - Promotions
  - Rebates
  - Taxes (GST/VAT)

### Module 7: Shipping & Delivery Processing

- Delivery document configuration
- Shipping point determination
- Picking, packing, transfer orders
- Route determination & transportation
- Output determination (delivery note, packing list)

### Module 8: Billing & Invoice Configuration

- Billing types (F2, ZF2, Credit/Debit memos)
- Copy controls for billing
- Invoice printing & output types
- Tax determination
- Integration with FI-AR
- Revenue account determination (VKOA)

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### Module 9: Credit Management

- Static & Dynamic credit checks
- Credit control area configuration
- Risk management
- Credit release process (FD32, VKM3)

### Module 10: Special Business Processes

- Consignment (Fill-up, Issue, Return)
- Third-Party sales
- Intercompany sales
- Returns & complaint management
- Rush order, Cash sales
- Make-to-order (MTO) scenario
- Free-of-charge sales

### Module 11: Logistics Execution Integration

- Delivery scheduling
- Batch management
- Warehouse integration (WM/EWM)
- Availability check (ATP)
- Stock determination

### Module 12: Integration with MM / FI



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### **SD – MM Integration**

- Item category for procurement
- Purchase requisition in SD
- Shipping points & picking locations

### **SD – FI Integration**

- Credit management
- Revenue account determination
- Tax determination
- Pricing impacts on accounting

### **Module 13: SAP SD Reports & Analytics**

- Standard reports (VA05, VA15, VF05)
- Sales information system
- LIS / SAP Query
- Fiori apps overview

### **Module 14: SAP S/4HANA SD Enhancements**

- BRF+ for Output Management
- Fiori-based order management
- CDS Views overview
- Business Partner approach (BP) replacing customer master

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## ONLINE LIVE CLASSES FACILITY AVAILABLE

- Instructor Led Training
- Real Time Presentations
- Interactive Classes
- Complete Notes and Other Stuff shall be provided through our Secure Student Login Member's Area
- For Online Live Classes, you may please download the Admission Form through our website <http://www.3deducators.com>. Fill it properly and attached the required document along with Picture and send back to [info@3deducators.com](mailto:info@3deducators.com) with scanned fee submitted voucher in the bank.
- For Pakistan you may submit the fee at any MCB Branch with the title of "3D EDUCATORS-TRAINERS & CONSULTANTS".
- If you are outside Pakistan then you may transfer via Bank to Bank or any western union, Fast Track, Money Gram or else International Transfer Body.
- After Admission, if you don't have GMAIL Account then you are requested to kindly make one GMAIL Account and shared it [info@3deducators.com](mailto:info@3deducators.com). Then further correspondence shall be made by our institute official.
- Extra Bandwidth Charges shall be incurred.

## DISTANCE NOT MATTER

You can join in the live classes Sessions of 3D EDUCATORS – TRAINERS & CONSULTANTS from anywhere of the world.

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## PRECAUTIONARY MEASURES

- During Classes, you are requested to make sure that you are in isolated room, where no noise should be there except your voice.
- Kindly Switch Off your Cell Phone during the class, because it will disturb the quorum of class.
- If you have taken the admission in the course online lonely, then ethically it is recommended and suggested that you alone in the class.
- Recording of Lectures are not allowed at your end.

This world is emerging and growing in the 21st Century very rapidly because of latest and remarkable technologies and its advancement. Due to advancement of technology, we 3D EDUCATORS offer Live Interactive class sessions

3D EDUCATORS believe on Information Technology and its systems. Now you can also avail this facility at your home.

## CONTACT US

+9221-34141329, 021-34857148  
+92 333-2402474

[info@3deducators.com](mailto:info@3deducators.com)  
<http://www.3deducators.com>

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