



*Training Course:
SAP Sales and Distribution Training Program*

*24 - 28 March 2025
Paris (France)*

Training Course: SAP Sales and Distribution Training Program

Training Course code: SC235724 From: 24 - 28 March 2025 Venue: Paris (France) - Training Course Fees: 6000 € Euro

Introduction

The SAP Sales and Distribution SD module is an integral part of the SAP ERP system that focuses on managing all processes related to sales, order processing, and distribution. This program, designed by Global Horizon Training Center, aims to equip participants with advanced skills and practical knowledge of SAP SD. It delves into core concepts like pricing, billing, delivery, and order processing, enabling participants to streamline sales operations and optimize organizational performance.

Through this comprehensive program, attendees will master key functionalities, gain hands-on experience, and learn best practices for implementing and managing SAP SD.

Objectives

By the end of this program, participants will:

1. Understand the core components and architecture of the SAP SD module.
2. Gain proficiency in managing customer and material master data.
3. Learn how to create and process sales orders, quotations, and contracts.
4. Understand pricing, billing, and delivery mechanisms in SAP SD.
5. Explore integration with other SAP modules like MM Materials Management and FI Financial Accounting.
6. Develop problem-solving skills for troubleshooting sales and distribution-related issues.
7. Optimize the sales process to enhance organizational efficiency.

Course Methodology

- Interactive lectures with real-life business case studies.
- Practical demonstrations in the SAP system environment.
- Hands-on exercises and simulations for process mapping and configuration.
- Group discussions and scenario-based activities for collaborative learning.

- Progress assessments to ensure knowledge retention.

Organizational Impact

- Enhanced efficiency in sales and distribution processes through streamlined workflows.
- Improved customer satisfaction with accurate and timely order processing.
- Better integration between sales and other critical business functions, such as finance and inventory.
- Reduction in operational errors and improved data accuracy.
- Empowered workforce with advanced technical skills, leading to better resource utilization.

Target Audience

This program is ideal for:

- Sales and distribution professionals using or planning to use SAP SD.
- Business process analysts and ERP specialists.
- Supply chain and logistics professionals.
- IT consultants and SAP functional consultants.
- Anyone involved in managing sales processes or distribution networks within an organization.

Course Outline

Day 1: Introduction to SAP Sales and Distribution

- Overview of SAP ERP and the SD module.
- SAP SD architecture and integration with other modules MM, FI, PP.
- Master data management: Customer master and Material master.
- Practical session: Setting up master data in SAP SD.

Day 2: Sales Order Management

- Sales documents: Inquiries, quotations, and sales orders.
- Pricing in SAP SD: Configuration and condition techniques.
- Partner functions and their significance.
- Hands-on exercise: Creating and managing sales orders.

Day 3: Delivery and Shipping Process

- Delivery creation and processing.
- Picking, packing, and goods issue in SAP.
- Integration of delivery with inventory management.
- Practical activity: Managing delivery and shipment documents.

Day 4: Billing and Invoice Processing

- Billing types and configuration.
- Credit and debit memos: Processing and troubleshooting.
- Tax calculation and integration with financial accounting.
- Exercise: Configuring and generating invoices in SAP SD.

Day 5: Advanced Topics and Reporting

- Advanced pricing concepts discounts, surcharges, rebates.
- Troubleshooting common errors in SAP SD.
- Reporting and analytics for sales and distribution.
- Final simulation: End-to-end sales cycle from inquiry to billing.
- Q&A and course wrap-up.

Registration form on the Training Course: SAP Sales and Distribution Training Program

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

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