

# SD Course Content

<p><b><u>Week - 1</u></b></p> <p><b>Organization mapping</b></p> <ul style="list-style-type: none"><li>• Enterprise structure</li></ul> <p><b>Master data</b></p> <ul style="list-style-type: none"><li>• Customer Master</li><li>• Material Master</li><li>• Customer material information record</li></ul> <p><b>Sales Cycle (Different sales processes)</b></p> <ul style="list-style-type: none"><li>• Sales document Structure</li><li>• Configuration of Sales Header, Item categories and schedule line categories</li><li>• Configuration of item category and schedule line category determination</li><li>• Inquiry</li><li>• Quotation</li><li>• Standard order</li></ul>	<p><b><u>Week - 2</u></b></p> <p><b>Special Sales Orders</b></p> <ul style="list-style-type: none"><li>• Cash sales and Rush order</li></ul> <p><b>Agreements</b></p> <ul style="list-style-type: none"><li>• Contracts and scheduling agreements</li></ul> <p><b>Complaints</b></p> <ul style="list-style-type: none"><li>• Returns, Credit Memo Request, Debit Memo Request, Subsequent Free of Charged Deliveries</li><li>• Free of Charged Deliveries and Invoice Correction Request</li><li>• Item Proposal</li></ul> <p><b>Special Business Scenarios</b></p> <ul style="list-style-type: none"><li>• Inter Company sales</li><li>• Inter Company STO</li><li>• Intra Company STO</li><li>• Consignment</li><li>• Third Party Sales</li><li>• Individual purchase order BOM</li></ul>
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# SD Course Content

## Week - 3

### **Basic Functions**

- Pricing
- Free goods
- Cross Selling
- Material Determination
- Listing/Exclusion
- Revenue account Determination
- Rebates
- Credit Management
- Output Determination
- Partner Determination
- Text Determination
- Tax Determination
- Incompletion Log
- Copy Controls
- Availability Check and Transfer of requirement (TOR)

## Week - 4

### **Shipping**

- Delivery creation, Picking creation and PGI
- Combined Delivery and Delivery Split
- Delivery Document and Item Category Configuration
- Plant determination
- Shipping Point Determination
- Route Determination
- Storage Location Determination

### **Billing**

- Billing Creation
- Combined billing and Invoice Split
- Billing Type Configuration
- Pricing In Billing

### **Additional Information – Real time**

- ASAP Methodology
- RICEFW