

## SAP SD (Sales & Distribution) - Syllabus

**(80 Hours)**

1. Principle concept of Sales and Distribution
2. Organizational structure
3. Master Data Management (PP)
  - a. Customer Master Data
  - b. Material Master Data
  - c. Customer Material Information Record (CMIC)
  - d. Output Master Data
4. Sales area
5. Order to cash
  - a. Inquiry
  - b. Sales Order
  - c. Picking
6. Return Process
7. Billing of Bill of Materials
8. Consignment Process
9. Scheduling agreement
10. Billing Plan
11. Sales analysis
12. Types of order and document type
13. Discount v/s Rebate
14. Third Party Sales.

**(80 HOURS PRACTICE IS MANDATORY)**