

# SAP SD

- Sales overview
- Enterprise structure related to SD
- Master data, like Customer master data, material master data, condition master data and Output master data.
- Partner determination
- Sales document types
- Item categories
- Schedule line categories
- Pricing: Condition table, access sequence, Condition type, pricing procedure
- Stock Posting
- Free goods
- Bills of Material
- Material determination
- Material Listing and Exclusion
- Incompletion logs
- Revenue account determination
- Credit management
- Outline agreements like quantity contract, value contract and scheduling agreements
- Shipping process like Shipping point determination, Route determination, Shipping conditions picking ,PGI
- Delivery types
- Delivery item categories
- Invoice process
- Billing types
- Special sales processes like cash sales, rush orders ,consignment process and Third party process
- Return sales process
- Credit memo process
- Debit memo process
- Availability check
- Rebate processing
- Intercompany sales
- Output determination
- Copy control
- Integration with MM,FI
- Technical topics like ABAP tables, user exits and IDOC
- Real time scenario