



WILLPOWER

Technologies

SAP - SD COURSE CURRICULUM

Introduction & Overview:

1. About ERP
2. ERP Products
3. About SAP R/3
4. SAP Functional & Technical Modules
5. IDES – Why IDES?
6. SAP Easy Access & Implementation Guide

Organizational Structure:

7. Organizational Units and Organizational Structures in Sales, Shipping and Billing ERP Products
8. Client, Company & Company Code
9. Sales Area – Sales Organization, Distribution Channel, Division, Sales Office & Sales Group
10. Plant, Storage Location & Warehouse
11. Shipping Point

Master Data:

12. Customer Master
13. Material Master
14. Field Control in the customer master
15. Customer-material info record

Sales:

16. Principles of processing sales documents
17. Inquiry Creation / Process
18. Quotation Creation / Process
19. Order Creation / Process (Standard and different types of Orders)
20. Sales Document Types
21. Document Header, Item & Schedule Line
22. Item & Schedule Line Category

23. Copy Control
24. Bills of Materials (BOM)
25. Principles of Availability Check
26. Incompletion Rule & Log
27. Material Listing & Exclusion

Special Business Transactions & Processes:

28. Cash Sales
29. Rush Order
30. Free of Charge Deliveries
31. Free of Charge Subsequent Deliveries
32. Returns
33. Credit Memo Requests
34. Debit Memo Request
35. Outline Agreements & Contracts
36. Free Goods & Bonus Quantity

Shipping:

37. Principles of processing deliveries
38. Delivery Document Types & Differences
39. Creating Outbound Deliveries
40. Picking
41. Packing
42. Posting Goods Issue (PGI)
43. Routes & Route Determination
44. Introduction to Transportation & Shipment
45. Delivery Scheduling
46. SD / WM Interface

Pricing:

47. Principles of Pricing
48. Condition Types
49. Condition Technique
50. Access Sequence & Accesses
51. Condition Table
52. Condition Records
53. Pricing Procedures
54. Rebate Processing
55. Pricing with Scales

Billing:

56. Principles of processing billing
57. Controlling Billing Process
58. Controlling Billing Process
59. Rebates
60. Complaints Processing
61. Account Determination Procedure
62. SD / FI Interface

Sales & Distribution Information Systems:

63. Online Lists & Work Lists
64. Cross – selling
65. Third party sales
66. Inter company sales
67. Consignment sales

ADVANCE CONCEPTS

Scenario Based:

1. Shipment Processing
2. Promotions
3. Manufacture To Order
4. Service Processing
5. STO (Stock To Order)
6. Batch Management

Industry Based:

7. FMCG
8. Hi-Tech
9. Software Sales Process
10. Service Processing

Transaction Oriented:

11. Combined Delivery
12. Combined Invoice
13. Partial Delivery
14. Partial Billing
15. Order/Delivery/Invoice Cancellation

16. Invoice Correction Request
17. Cancellation of Order, Delivery & Billing.

Master Data Oriented:

18. Multiple Partner Function (Multiple Ship-to s Bill-to s)
19. Customer Overall Blocking
20. Material Blocking & Discontinuation
21. Master Data Uploads

Integration Oriented:

22. SD-FI :Tax Interface, Auto Rev Generation
23. SD-CO : Cost Estimates - Product Costing
24. SD-MM : Availability Check & TOR, Stock Posting, Inventory Count
25. SD-WM : Transfer Order(Auto Picking)

Reports:

26. Standard Reports
27. LIS Reports
 - a. SIS
 - b. Inventory Reports
28. Customized Reports
 - a. Specs for Reports
 - b. 'Z' Report Customizing

Technical Oriented:

29. ABAP : Spec Generation - SAP Table & Field Search for Data
SAP – Queries, Debugging
User Exits, Interfaces (BAPI s)
LSMW, Spec Writing
30. BASIS : System Landscape.
Request Management, Authorization & Profile Maintenance.
Transport Request Release & Import.
User Profile Maintenance
SAP Security Features.

Project Methodology:

31. Project Overview – Implementation, Support, Rollout & Version Upgradation
32. SLA s, SOW - Statement of Work, Project Charter, Business Blue Print, AS-IS, To-Be, Business Process Master List, Key Data Structure, Configuration Documents
33. Testing; Unit Test Scripts (UAT s), Integration Test scripts.
34. Testing & Ticketing Tools
35. **Project Deliverable KIT**
 - a. Service Level Agreement (SLA) / Statement of Work
 - b. Project Charter

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- c. Business Blue Print
- d. BPM List
- e. Configuration Documents
- f. UAT – User Acceptance Test Scripts Templates
- g. End User Manual
- h. Integration Test Script Templates
- i. Functional Spec Template

SAP FAQ s

- 24 HOURS LAB**
- NORMAL, FAST TRACK & WEEK END SESSIONS**
- CORPORATE TRAININGS**
- COURSE MATERIAL OFFERED**
- SOFT SKILLS & HR TIPS**
- SAP FAQ s , SCENARIOS & SOLUTIONS**
- PROJECT IMPLEMENTATION WITH PRESENTATION**
- MOCK INTERVIEWS**
- RESUME MANAGEMENT**

Courses offered @ Willpower Technologies

SAP: FI/CO, SD, PP, MM, PP, PM, QM, ABAP/CA, BASIS, BW & BI, BO, CRM, IS-RETAIL

OTHERS: IBM-AS/400, MAINFRAMES, SAS, TESTING TOOLS

FOR OFFICE USE ONLY

This is the syllabus we are going to teach in our institute and course details are as follows:

FACULTY: Mr. SHIVA

FEE: 10,000

DURATION: 2MONTHS