



SAP SD S/4HANA Course Curriculum

Course Overview

The SAP SD curriculum is designed around the complete Order-to-Cash (O2C) cycle. It develops practical functional skills in enterprise structure, Business Partner and material master data, inquiry and quotation, sales orders, pricing, availability, delivery, picking, goods issue, billing, output, credit processes and integration with SAP FI and MM.

Course Objectives

- Understand SAP SD architecture, enterprise structure and sales processes.
- Configure sales organizations, distribution channels, divisions, plants and shipping points.
- Work with Business Partner/customer master and material master sales data.
- Create and manage inquiries, quotations, sales orders and contracts.
- Configure pricing procedures, condition techniques, discounts, taxes and freight.
- Understand availability checks, requirements and delivery scheduling.
- Execute outbound delivery, picking, packing and post goods issue.
- Configure billing documents, copy controls and account determination.
- Understand output management, credit management and SD controls.
- Work with FI-SD and MM-SD integration scenarios.
- Apply SAP S/4HANA Sales concepts to implementation and support projects.

Module 1: SAP SD Introduction & Order-to-Cash

Tools Covered: SAP S/4HANA SD, SAP GUI, Fiori

- SAP SD overview and business purpose
- Order-to-Cash process
- Standard sales cycle
- Master and transaction data
- ECC vs S/4HANA Sales overview
- Functional consultant responsibilities
- Implementation and support project stages

Module 2: Enterprise Structure

Tools Covered: SPRO, Enterprise Structure Configuration

- Company and company code
- Sales organization
- Distribution channel
- Division and sales area
- Plant and storage location
- Shipping point
- Sales office and sales group
- Organizational assignments

Module 3: Business Partner & Customer Master

Tools Covered: BP, Customer Master, Fiori

- Business Partner in S/4HANA
- Customer roles and partner functions
- General, company-code and sales-area data
- Account groups and number ranges



- Partner determination
- Payment terms and shipping data
- Customer-material information
- BP relationships

Module 4: Material Master & SD Master Data

Tools Covered: Material Master, MM01/MM02, Fiori

- Sales organization and distribution-chain views
- Loading and transportation groups
- Item category group
- Material tax classification
- Material determination
- Customer-material info records
- Condition records and master-data dependencies

Module 5: Sales Documents: Inquiry, Quotation & Sales Order

Tools Covered: VA11, VA21, VA01, Fiori

- Sales document types
- Inquiry and quotation processing
- Sales order creation
- Document flow
- Partner and text determination
- Item categories and schedule lines
- Incompletion log
- Copy control
- Order and delivery blocks

Module 6: Pricing & Condition Technique

Tools Covered: VK11/VK12, Pricing Procedure

- Condition technique
- Condition tables and access sequences
- Condition types
- Pricing procedures
- Customer/material pricing
- Discounts and surcharges
- Freight and tax conditions
- Manual pricing
- Pricing analysis
- Scales and condition exclusion

Module 7: Availability Check & Scheduling

Tools Covered: ATP, aATP, MRP Integration

- Availability check concepts
- Checking groups and rules
- Transfer of requirements
- Schedule lines
- Backward/forward scheduling



- Material availability date
- Delivery scheduling
- Advanced ATP overview
- Product allocation concepts
- ATP troubleshooting

Module 8: Outbound Delivery & Shipping

Tools Covered: VL01N, VL02N, VL03N, Fiori

- Delivery types
- Delivery creation
- Due-list concepts
- Picking and packing
- Handling Units overview
- Post Goods Issue
- Batch and serial-number concepts
- Route and shipping-point determination
- Delivery monitoring

Module 9: Billing & Invoice Processing

Tools Covered: VF01, VF04, VF03

- Billing process
- Invoice, credit memo and debit memo
- Pro forma invoice
- Billing due list
- Billing item categories
- Copy control
- Billing blocks
- Cancellation
- Invoice output
- Accounting transfer

Module 10: Account Determination & FI-SD Integration

Tools Covered: VKOA, SAP FI

- SD-FI integration
- Revenue account determination
- Account keys
- VKOA concepts
- Customer reconciliation account
- Tax account determination
- Billing to accounting document
- Accounting-transfer troubleshooting

Module 11: MM-SD & Logistics Integration

Tools Covered: SAP MM, SD, Inventory Management

- SD-MM integration
- Sales order and stock availability
- Delivery and inventory movement



- Goods issue integration
- Third-party sales
- Individual purchase order
- Intercompany sales overview
- Cross-functional troubleshooting

Module 12: Output Management, Texts & Partner Functions

Tools Covered: Output Management, BRF+, Fiori

- Output determination
- Output types and condition records
- Email and print output
- S/4HANA output management
- BRF+ concepts
- Text determination
- Partner functions
- Partner determination procedures

Module 13: Credit Management & SD Controls

Tools Covered: SAP Credit Management, FSCM

- Credit management
- Business Partner integration
- Credit checks
- Credit limits and exposure
- Sales/delivery blocks
- Risk categories and credit segments
- Credit monitoring
- Release and escalation
- Credit-block troubleshooting

Module 14: Special Sales Processes

Tools Covered: SAP SD, S/4HANA Sales

- Rush order
- Cash sales
- Returns
- Free-of-charge delivery
- Third-party processing
- Individual purchase order
- Consignment overview
- Make-to-order overview
- Intercompany sales
- Contracts and scheduling agreements

Module 15: S/4HANA Sales & Fiori

Tools Covered: SAP S/4HANA Sales, SAP Fiori

- S/4HANA Sales architecture
- Business Partner approach
- Fiori sales applications



- Order and delivery monitoring
- Output-management changes
- Advanced ATP overview
- Embedded analytics
- SD simplification concepts
- Migration and implementation considerations

Module 16: Reports, Monitoring & Troubleshooting

Tools Covered: Fiori, SD Reports, Document Flow

- Sales and billing reports
- Open-order monitoring
- Backorder monitoring
- Document-flow analysis
- Incomplete-document analysis
- Pricing troubleshooting
- ATP and delivery issues
- Billing/accounting errors
- Production support tickets
- Root-cause analysis

Module 17: Real-World SAP SD Projects

Tools Covered: SAP S/4HANA SD, FI, MM, Fiori

- Enterprise structure project
- Business Partner/customer master project
- Inquiry-to-quotation project
- End-to-end sales order project
- Pricing configuration project
- ATP and delivery scheduling
- Outbound delivery and PGI
- Billing and FI integration
- Returns and credit memo
- Third-party sales
- Intercompany sales
- Complete O2C implementation/support case study

Module 18: Resume Building & Interview Preparation

Tools Covered: SAP SD Scenarios, Mock Interviews

- SAP SD resume preparation
- Project profile preparation
- O2C explanation
- Enterprise structure questions
- Master-data questions
- Sales and pricing questions
- ATP and delivery questions
- Billing and FI integration
- MM-SD integration
- S/4HANA and Fiori questions
- Scenario-based troubleshooting



- Mock interviews and HR preparation

Tools & Technologies Covered

- SAP S/4HANA Sales & Distribution
- SAP GUI and SAP Fiori
- Business Partner
- Customer and Material Master
- Sales Orders, Inquiries and Quotations
- Pricing and Condition Technique
- ATP / Advanced ATP Concepts
- Outbound Delivery and Shipping
- Picking, Packing and Post Goods Issue
- Billing and Invoice Processing
- Output Management / BRF+ Concepts
- Credit Management
- FI-SD and MM-SD Integration
- Sales Reporting and Document Flow

Career Opportunities After This Program

- SAP SD Consultant
- SAP S/4HANA Sales Consultant
- SAP SD Functional Consultant
- SAP Order-to-Cash Consultant
- SAP SD Support Consultant
- SAP Sales Process Analyst
- SAP Functional Business Analyst
- SAP Implementation Consultant
- SAP Application Support Consultant
- SAP S/4HANA Functional Analyst

Why Choose TechScholarss?

- Industry-oriented SAP S/4HANA SD curriculum
- Hands-on configuration and end-user training
- Real-world Order-to-Cash scenarios
- Live project-based learning
- Practical pricing, delivery and billing exercises
- Experienced trainers
- Flexible online and offline batches
- Resume and interview preparation
- Internship support
- Placement assistance
- Industry-focused certification

Certification

Students completing the program can receive a TechScholarss SAP SD Course Certificate, subject to the institute's completion criteria.



Program Outcome

By the end of the program, learners should be able to understand SD enterprise structure, maintain relevant master data, execute the complete O2C process, configure and analyze pricing, manage delivery and billing, understand FI-SD and MM-SD integration, work with S/4HANA Sales capabilities and participate in implementation and support activities.