



VoiSAP

INDEPENDENT SAP TRAINING PROVIDER

• SAP SD CERTIFICATION TRAINING

Training Course for SAP SD

Sales, Order Management & Distribution — live, hands-on,
delivered by practitioners.

DURATION	FORMAT	LEVEL	STATUS
9 Weeks	Live Online	Beginner+	Enrolling

PROGRAMME GUIDE

[Curriculum & Career Outcomes](#)

CONTACT

contact@voisap.com · +1 416-569-4606

Course Overview

SAP SD (Sales and Distribution) training covers the complete order-to-cash process — from customer enquiry and quotation through sales order management, pricing, delivery, shipping, and billing. SAP SD integrates with SAP MM for stock availability and with SAP FI for revenue accounting. This programme gives learners a comprehensive, hands-on understanding of how enterprise sales and distribution workflows operate inside an SAP system.

Designed for sales coordinators, customer service teams, logistics professionals, and career changers who want practical SAP SD skills — delivered live online by experienced practitioners with real-world SAP implementation backgrounds.

What You Get

S

Live SAP System Access

Practice order-to-cash in a real SAP environment

R

Session Recordings

Revisit every class at your own pace

T

Trainer Support

Direct WhatsApp access between sessions

Who This Course Is For

✓ Sales Coordinators

Understand how sales orders, pricing, and deliveries are processed inside an SAP system

✓ Customer Service Teams

Navigate the order management and billing process with confidence and speed

✓ Logistics Professionals

Learn how delivery scheduling and outbound logistics work in SAP SD

✓ Finance Professionals

Understand how billing and revenue recognition link SD to the FI module

✓ Project Team Members

Get hands-on with the SD module before or during an SAP implementation project

✓ Career Switchers

Enter SAP consulting through the widely used sales and distribution track

Prerequisites & Training Method

PREREQUISITES

No prior SAP experience required. A basic understanding of sales or customer service processes is helpful. Basic computer skills are sufficient to begin.

TRAINING METHOD

- Live instructor-led online sessions
- Weekday evenings & weekend batches
- 3-4 hours per session
- Live Q&A every session

SAP SD Training Syllabus

01 Introduction & Enterprise Structure

- Introduction to ERP and SAP overview
- SAP R/3 architecture and navigation
- Org levels: Sales Org, Distribution Channel, Division
- Plant assignment and company code integration

02 Customer Master Data

- Customer master — create, change, display
- Account group configuration
- Partner functions and customer hierarchies
- Customer-material information records

03 Material Master (SD View)

- Material master SD views
- Material determination and listing/exclusion
- Product hierarchies and cross-selling

04 Sales Order Management

- Inquiry and quotation processing
- Sales order types — standard, rush, returns
- Order entry, change and display
- Item categories and schedule lines

05 Pricing & Condition Technique

- Condition table and access sequence
- Condition types — price, discount, surcharge
- Pricing procedure definition
- Price determination and manual pricing

06 Availability Check & Transfer of Requirements

- Availability check configuration (ATP)
- Checking rules and checking groups
- Transfer of requirements to MM/PP

07 Credit Management

- Credit control area configuration
- Credit limit management
- Static and dynamic credit checks
- Credit block and release

08 Delivery & Shipping Processing

- Outbound delivery creation
- Picking and packing configuration
- Goods issue processing
- Shipping point and route determination

09 Billing & Invoicing

- Billing document types
- Invoice, credit memo, debit memo processing
- Billing plan and milestone billing
- Revenue recognition basics
- Billing block and release

10 Returns & Complaints Processing

- Sales returns (RE order type)
- Credit memo request and debit memo request
- Returns delivery and goods receipt
- Subsequent free of charge delivery

11 SD & FI Integration

- Revenue account determination
- FI posting at goods issue and billing
- Reconciliation accounts and SD/FI link
- Tax determination in SD

12 SD & MM Integration

- Availability check with MM stock
- Goods issue from MM perspective
- Third-party order processing
- Stock transport orders from SD

13 Reporting & Information System

- Standard SD reports — order, delivery, billing
- Sales information system (SIS)
- Backorder processing
- Customer account analysis

14 Other Important Topics

- Integration — FI-CO-MM-SD end-to-end
- Important SAP SD tables
- LSMW data migration
- Output determination (print, email, EDI)

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Hands-On Project Scenarios

Learners work through practical project scenarios throughout the programme — building real confidence in SAP SD configuration and transaction processing before applying skills in a workplace environment.

CONSUMER GOODS

End-to-End Order-to-Cash Cycle

Complete O2C cycle — customer master, sales order, pricing, availability check, delivery, goods issue, billing, and FI revenue posting.

Sales Order

Pricing

Delivery

Goods Issue

Billing

Revenue

MANUFACTURING

Pricing Procedure & Discount Configuration

Condition technique setup for a manufacturing company — base prices, customer discounts, freight surcharges, and rebate arrangements.

Condition Tech

Pricing Procedure

Discounts

Rebates

Surcharges

WHOLESALE DISTRIBUTION

Multi-Channel Delivery & Returns

Complex delivery and returns scenario — standard delivery, returns order, credit memo request, goods receipt, and subsequent free of charge delivery.

Returns

Credit Memo

Goods Receipt

Free Delivery

SD/FI

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Career Opportunities After SAP SD Training

01 SAP SD End User

Day-to-day sales order and billing operations

02 Sales Coordinator

Order management, pricing, and delivery tracking

03 Process Specialist

End-to-end O2C and SD process depth

04 Team Lead

Module ownership and guidance on SD projects

05 Functional Consultant

Configuration, advisory and client-facing work

06 Solution Architect

Enterprise-wide SAP sales systems design

Enrol or Enquire

☎ +1 416-569-4606

✉ contact@voisap.com

www.voisap.com

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Speak with a VoiSAP advisor about batch availability, programme fit, and how to get started. No obligation to enrol.

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