SD

1. INTRODUCTION TO SAP
   - Introduction to ERP and SAP.
   - Overview of SAP modules
   - SAP R/3 Architecture

2. ENTERPRISE STRUCTURE

3. MASTER DATA
   - Customer Master Data
   - Material Master Data
   - Customer Material Info Record
   - Conditions Master Data

4. SALES DOCUMENT PROCESSING
   - Working with sales documents
   - Sales doc structure
   - Sales document types
   - Items categories
   - Schedule line categories
   - Customer complaints
   - Credit memo request
   - Debit memo request
   - Invoice correction request
   - returns

5. PRICING
   - Condition technique
   - Special pricing functions
     - Condition exclusion
     - Condition supplement
     - Exclusion groups
     - Condition index
     - Condition update .Price list
     - Price report .Net price
     - Manual order value
- Minimum order value
- Minimum price
- Interval price
- Pallet discount
- Incomplete pallet discount
- Structured condition
- Sales deal and promotion

6. FREE GOODS DETERMINATION
   - Inclusive
   - Exclusive
   - Without item generation

7. MATERIAL DETERMINATION
8. MATERIAL LISTING AND EXCLUSION
9. BILLS OF MATERIAL
   - Single level
   - Multi level

10. FINANCE INTEGRATION
    - Revenue account determination
    - Credit management

11. MM INTERGRATION
    - Availability check
    - Transfer of requirements

12. OUTLINE AGREEMENTS
    - Scheduling agreements
    - Contracts
      - Quantity contract
      - Value contract
      - Service contract
      - Master contract

13. SPECIAL SALES ORDERS
    - Cash sales
    - Rush order
    - Free-of-charge delivery

14. STOCK POSTING FOR INVENTORY
15. LOGISTICS EXECUTION(LE)
    - Shipping
    - Transportation
    - Route determination

16. BILLING
17. COPYING CONTROLS
18. IN COMPLETION PROCEDURE
19. SPECIAL SALES PROCESSES
    - Cross-selling
    - Third party order processing
• Consignment sales
• Intercompany sales
• Backorder processing
• Consignments sales
• Backorder processing
• Stock transport order
• Make-to-order production
• Item proposal
• Dynamic product proposal

20. OTHER BASIC FUNCTIONS
• Output determination
• Text determination

SPECIAL TOPICS

21. BATCH MANAGEMENT
22. LOGISTICS INFORMATION SYSTEM
• Sales information system

23. VARIANT CONFIGURATION (VC)
24. INDIVIDUAL PURCHASE ORDER
25. CREATE PROCESSING
26. CUSTOMER HEIRARCHY
27. SAMPLE PROCESS
28. CONFIGURING POD
29. CIN (COUNTRY VERSION INDIA)
30. GST (GOODS SERVICE TAX)

TECHNICAL EXPOSURE

ABAP EXPOSURE FOR FUNCTIONALS

ABAP WORK BENCH:
• Data dictionary
• Table enhancement
• ABAP programming

ABAP REPORTS AND TOOLS:
• Classical reports
• Interactive reports
• ALVs
• ABAP query
• Function modules
• BAPIs
DEBUGGING:
- Techniques
- SQL trace
- Runtime analysis

DATA TRANSFER:
- LSMW
- BDC

SAP SCRIPTS/SMARTFOMS:
- Script basics
- Layout sets
- Print programs
- Sap standard scripts

ENHANCEMENTS:
- User exits
- Customer exits
- BADIs

ALES/EDI/IDOC:
- Overview
- Importance

PROJECT
1) LANDSCAPE:
- Sand box sever
- Quality assurance server
- Production server

2) TRANSPORTATION OF REQUESTS:
- From Dev server to Qa server
- From Qa server to production server
- Imports from client to client

3) ASAP METHODOLOGY FOR IMPLEMENTATION PROJECTS:
- Project preparation
- Preparing project plan
- Preparing questionnaire
- As-is study
- Business process document
- Team formation
• Project scope
• Project charter
• Kick off meeting….etc

BUSINESS BLUE PRINT

• Finalizing landscape strategy
• Organization structure
• Data migration strategy
• Testing strategy
• Preparing BBP(AS-IS VS TO-BE)
• Preparing templates for FS
• User roles and authorization…etc

REALIZATION

• Organizational change management
• Baseline configuration and confirmation
• Unit testing
• Preparing functional spec(FS)
• Final configuration and confirmation
• Integration testing
• Real time scenarios for FS
• Examples for users exits….etc

FINAL PREPARATION

• Data migration
• User training
• Cut over activities…etc

GO LIVE AND SUPPORT

• Live transactions
• Post implementation support…etc

4) SUPPORT PROJECT:

• Production support
• Live tickets with resolution
• Ticket tracking tools
• SLA…etc

5) TESTING:

• Unit testing
• Integration testing
• UAT
• Preparing test script/test plan/test scenarios
6) SOLUTION MANAGER

7) ADD-ONS
   - Roll out project knowledge
   - Upgrade project knowledge
   - OSS ID
   - Resume build-up…etc

HANA- S4 (SIMPLE LOGISTIC)

INTRODUCTION ON SL WITH GAPS.