



Founder & CEO
ROHELA KHAN
Solution
Architect/Trainer/Blogger
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SAP SD ON HANA **(COURSE CONTENT)**

1) INTRODUCTION TO SAP HANA –

-  **What is SAP**
-  **Difference between S/4 Hana and ECC**
-  **S/4 Hana Overview**
-  **Scope of S/4 Hana**
-  **Benefit of S/4 Hana from Business Perspective**

2) SAP IMPLEMENTATION METHODOLOGY AND PROJECT OVERVIEW-

-  **ASAP Methodology**
-  **Activate Methodology**
-  **Landscape**
-  **Projects**
-  **Migration**

3) SAP SD S4 HANA-

-  **Organization structure (Sales org, Distribution channel, Division, Sales office, Sales group, Plant, Storage location and Shipping Point .**
-  **Business Partner**
-  **Material Master**
-  **Sales Document, Item category and Schedule line**



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-  **Order to cash (Inquiry, Quotation, Sale order, Delivery and Billing)**
-  **Various Sales process (Standard Sales process, Return order, consignment process, Third party process, Rush Order, Cash sales ,Debit Memo , Credit memo ,Sales BOM, Free goods)**
-  **Batch Determination**
-  **Variant Configuration**
-  **Stock transfer order (Intercompany and Intra Company)**
-  **Incomplete procedure**
-  **Make to order**
-  **Sales contract**
-  **Pricing**
-  **FSCM Credit management**
-  **Output determination+ BRF**
-  **Text Determination, Material Determination**
-  **Availability check and Transfer of Requirement**
-  **Integration with SD-MM, SD-FICO, SD-PP**
-  **Delivery document, Billing Document**
-  **Copy control**
-  **GST**
-  **LSMW**
-  **WRICEF**
-  **Ticketing Tool**