

**ENTRI**  
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Member  
SAP Student Academy Program



# SAP S/4 HANA SALES & DISTRIBUTION (SD)



SAP S/4 HANA SD TRAINING  
END USER CERTIFICATE UNDER SAP LEARNING HUB  
BUSINESS EDITION PROGRAMME



## ENTRI →

Entri is a comprehensive online learning platform that empowers individuals to achieve their career aspirations. With a focus on skill development and exam preparation, Entri offers a vast collection of courses designed to equip students with the knowledge and tools needed to succeed. As one of India's leading e-learning platforms, Entri has garnered a user base of over 14 million learners across 6 languages, making it accessible to a wide range of individuals. Whether you're aiming for government jobs or seeking to enhance your skills for various career paths, Entri provides the guidance and resources to help you reach your goals.

## ABOUT SAP

### ERP →

ERP stands for Enterprise Resource Planning, but what does ERP mean? The simplest way to define ERP is to think about all the core business processes needed to run a company: Finance, HR, manufacturing, supply chain, sales and distribution services, procurement, and others. At its most basic level, ERP helps to efficiently manage all these processes in an integrated system. It is often referred to as the system of record of the organization.





## SAP →

SAP (Systems Applications and Products in Data Processing) is one of the world's leading providers of ERP software. SAP's ERP solutions are designed to enable organizations to manage their business processes efficiently and effectively.

It is a German MNC founded in 1972. As the largest ERP vendor globally and the 10th largest tech company, SAP is used by over 425,000 businesses across 190 countries. With a strong existing base, it continues to expand globally, maintaining its position as an industry leader

- Presence in 190 countries, 45000 companies
- 70% Market share in ERP Segment
- 74% of world transactions touch the SAP system.
- 22,000 implementation partners globally





# SAP IMPLEMENTED COMPANIES →



## AUTOMATIVE COMPANIES



## OIL AND GAS COMPANIES



## INDUSTRIAL MACHINERY & COMPONENTS



## INDIAN PHARMA-MEDICAL COMPANIES



## CHEMICAL COMPANIES





## WHY SAP SKILLS MATTER →

SAP skills are highly sought after in the job market due to the widespread adoption of SAP software by companies worldwide. Professionals with SAP expertise are essential for organizations to efficiently manage their functional activities. SAP skills enhance your employability and open doors to various high-paying job opportunities in the industry.

## REASONS WHY YOU SHOULD LEARN SAP →

- 01 High Demand:** SAP professionals are in high demand globally.
- 02 Lucrative Salaries:** SAP experts often command high salaries.
- 03 Career Growth:** SAP skills can lead to rapid career advancement.
- 04 Versatility:** Knowledge of SAP can be applied across various industries.
- 05 Global Recognition:** SAP certification is recognized worldwide.
- 06 Job Security:** SAP skills provide job security in a competitive market.

## WHO THIS COURSE IS FOR →

- Anyone who wants to learn SAP SD configuration and implementation
- SAP Users who want to extend their knowledge to configure SAP SD
- Other ERP Consultants who want to learn SAP SD configuration and implementation
- Software Analysts, Business Analysts, Business Users related to Customer Care



# SAP S/4 HANA SALES & DISTRIBUTION

The SAP Sales and Distribution (SD) module is a critical component in the SAP ERP system, widely used by organizations to streamline and automate their sales processes. It integrates key business processes, including order processing, shipping, billing, and invoicing, allowing companies to manage their sales cycle efficiently from start to finish. By implementing SAP SD, businesses can improve customer satisfaction through timely deliveries, accurate billing, and real-time tracking of orders. Moreover, it enhances data accuracy, reduces operational costs, and supports better decision-making, making it an essential tool for enterprises aiming for growth and competitiveness in the market.

## CURRICULUM

The course covers both configuration and end-user processes for SAP S/4 HANA Sourcing and Procurement

### A. Introduction to SD

### B. Organizational structure of an Enterprise in the SAP in s4 Hana

- Creation of Organizational Elements – Company
- Company code
- Plant
- Storage Location
- Sales organization
- Distribution channel
- Sales Office
- Sales Group and Assignments

### C. General configuration for FI SD Integration

- Field Status variant
- Fiscal year variant
- Assignment
- Tolerance
- Document number Range
- Charts of account
- Account Group
- Retained Earnings
- Assign COA to Company code



## D. Master Data

- Material Master
- Customer Master
- Customer Material Information Record
- Partner functions
- Pricing procedure

## E. Sales Cycles - sales processes

- Sales Inquiry Process
- Sales Quotation Process
- Sales Order Process
- Delivery and Shipping process

## F. Special Sales Special Processes :

- Consignment Sales Process
- Stock transport order
- Third-Party Sales

**SAP Sales and Distribution (SD) end-user course teaches you how to configure and use the SAP SD module for an organization. The course covers topics such as:**

- Configuration for SAP SD module
- Requirements gathering for the Business Order to Cash process cycle
- Hands-on experience with SAP system
- Be able to take SAP SD Certification exam
- Be able to work as SAP End-User
- Integration of SAP SD with SAP MM and SAP FICO





## LEARN BY PRACTICE →

Enrich your learning journey with our comprehensive training, where we go beyond conventional teaching methods. As part of our commitment to providing an immersive experience, each student will receive exclusive access to the following resources:

**SAP Business Edition Learning Hub:** Gain access to a wealth of SAP learning resources through the Business Edition Learning Hub. Explore unlimited content covering other modules of SAP

**Student Server Access (3 months):** As a testament to our commitment to practical learning, each student will receive access to a dedicated student server for two months. This server is specifically designed to facilitate practical exercises, allowing students to apply their knowledge in a controlled and supportive environment.

With this comprehensive training package, you will not only understand the theoretical aspects of SAP S/4 HANA S&P. but also have the opportunity to apply your knowledge in real-world scenarios. Elevate your SAP proficiency with our tailored learning resources and gain a competitive edge in the dynamic landscape of nance and technology.





# SAP S/4 HANA END USER CERTIFICATE UNDER SAP LEARNING HUB BUSINESS EDITION PROGRAM

## DELIVERABLES:



### Recorded and Live Sessions:

40 hours of comprehensive live and recorded sessions.



### Mentorship Support:

Each batch is assigned a dedicated mentor who will assist learners throughout the course to ensure successful completion.



### Practical Training:

Given the nature of this software course, practical training is emphasized as the best approach for learning. Hands-on practice is integral to our methodology.



### Placement Assistance:

As part of our placement assistance, we offer:

- Basic communication sessions
- Interview preparation sessions
- Resume preparation sessions
- Mock interviews covering both subject matter and HR rounds
- Placement support



### Certification:

Upon completing the course and project, you will attend an exam to earn a certification from an SAP authorized partner.





Thank  
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