SAP SD — Complete Course Content

WC Skills • World Class Skills Institute

Duration	10 Weeks
Target Audience	Sales, distribution and SAP functional learners
Prerequisites	Basic sales-order and logistics concepts.

What this document contains

A module-wise training roadmap covering concepts, hands-on labs, project work, assessment checkpoints and interview preparation. The syllabus is designed as a structured course plan for classroom or live-online delivery.

Course Objectives & Learning Outcomes

By the end of this course, learners should be able to explain the core concepts, perform the practical tasks listed in the labs, troubleshoot common scenarios, document their work and complete the capstone with a professional implementation approach.

- Understand the architecture, terminology and end-to-end workflow of the subject.
- Perform guided hands-on exercises using the relevant tools and development/administration environment.
- Apply troubleshooting, testing, documentation and best-practice techniques.
- Build a portfolio-ready capstone demonstrating practical competency.
- Prepare for technical interviews with scenario-based questions and implementation discussions.

Detailed Module-wise Curriculum

Module 1: SD Enterprise Structure

- Sales organization, channel and division
- Sales area
- Plant and shipping point
- Business partner and customer master
- Material master sales views

Hands-on Lab: Lab: create a sample sales organization model.

Module 2: Sales Documents

- Inquiry and quotation
- Sales order
- Document flow
- Item categories and schedule lines
- Copy control concepts

Hands-on Lab: Lab: process an inquiry-to-order scenario.

Module 3: Pricing

- Condition technique
- Condition tables and records
- Pricing procedures
- Taxes, discounts and freight
- Troubleshooting pricing

Hands-on Lab: Lab: design a multi-condition pricing scenario.

Module 4: Availability & Shipping

- ATP concepts
- Delivery creation
- Picking and packing
- PGI
- Shipping point determination

Hands-on Lab: Lab: complete order-to-delivery execution.

Module 5: Billing & FI Integration

- Billing types
- Invoice and credit/debit memo
- Account determination
- Revenue posting
- Billing due lists

Hands-on Lab: Lab: trace an SD invoice into FI.

Module 6: Output & Advanced Processes

- Output determination
- Returns
- Third-party sales
- Intercompany sales
- Consignment overview

Hands-on Lab: Lab: configure a controlled returns flow.

Module 7: Integration & Analytics

- MM integration
- FI integration
- CO integration
- Fiori and reporting awareness
- Process monitoring

Hands-on Lab: Lab: troubleshoot an integrated O2C process.

Module 8: Support & Capstone

- Common SD incidents
- Testing strategy
- Transport and documentation
- User training
- Capstone: complete O2C process

Hands-on Lab: Lab: create test scripts and business process documentation.

Practical Delivery Plan

Phase	Focus	Expected Evidence
1	Concept + demonstration	Notes, diagrams and guided exercises
2	Hands-on practice	Working configuration/code and screenshots/logs
3	Troubleshooting	Issue reproduction, diagnosis and resolution notes
4	Mini project	Functional solution with test cases
5	Capstone	End-to-end project, documentation and presentation

Assessment & Certification Readiness

Recommended assessment pattern: module quizzes (20%), practical labs (30%), mini project (20%), capstone (20%) and interview/viva (10%). Completion certificates, placement support and any certification claims should follow the institute's current published policy and the relevant vendor's certification rules.

Capstone Requirements

- Problem statement and scope
- Architecture/process diagram
- Implementation or configuration
- Test cases and results
- Troubleshooting notes
- User/technical documentation
- Final presentation and interview questions

Interview Preparation Topics

Learners should be able to answer architecture questions, explain the difference between key concepts, troubleshoot a real scenario, justify design choices, discuss performance/security considerations and walk through the capstone from requirement to deployment/support.

Recommended Learning Resources

Use official product documentation and current vendor guidance for version-specific commands, configuration steps and certification requirements. Validate training examples in a non-production environment before applying them to customer systems.