

## ❖ *SAP SD Sales and Distribution*

- **Quotation**
- **Sales Order**
  - Sales support.
  - Sales activities.
  - Quotation.
  - Sales orders.
  - Outline agreements.
  - Order types.
- **Pricing**
  - Pricing Fundamentals
  - Condition Technique in Pricing
  - Pricing Configuration
  - Working with Condition Records
  - Special Functions
  - Taxes
  - Agreements
  - Rebates
- **Picking**
  - Picking and its Options.
  - Picking with WM / Lean WM.
  - WM versus Lean WM.
  - Creating Individual Transfer Orders.
  - Transfer Orders in Multiple Processing.
  - Confirming Transfer Orders.
- **Packing**
  - Packaging Materials and Material Groups.
  - Packing, Instructions and Station.
  - Packing Functions.
  - Handling Units.
- **Shipping**
  - Shipping activities.
  - Deliveries.
  - Picking and confirmation.
  - Packing.
  - Goods issue.
  - Collective processing.
  - Shipment.
  - Billing.

- Sales Information System.
- Standard analyses.
- Backorder processing.
- Sales and distribution documents.
- Functional analyses.
- Planning.

- **Billing**

- **Invoice**

- Invoice Verification.
- Procuring Consumable Materials
- Purchase Requisitions.
- Purchase Order Processing.
- Goods Receipt. Invoice Verification.
- Blanket Purchase Orders.