



YOUR'S YUGA
SAP INSTITUTE



YOURS YUGA SAP INSTITUTE

SAP SD TRAINING



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ABOUT US



YOUR'S YUGA
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Founded in 2023, Yours Yuga SAP Institute was born from a clear and powerful mission: to bridge the gap between SAP knowledge and real-world job opportunities. In a short span of time, we've established ourselves as a trusted destination for SAP training, career transformation, and student success. With a placement rate of 100%, our results speak for themselves. We pride ourselves on cultivating not just skill, but also confidence and industry readiness among our learners. Our training programs are thoughtfully designed to align with current industry needs, taught by experienced professionals passionate about mentoring the next generation of SAP talent.

Whether you're a fresher seeking your first job or a professional aiming to upskill, Yours Yuga SAP Institute is your launchpad to a brighter, successful future.











Our Core Strengths:

Established in 2023, Yours Yuga SAP Institute has quickly become one of the most trusted names in SAP training. With a 100% job placement success rate, our institute is a launchpad for ambitious individuals seeking meaningful careers in the SAP domain.



What Makes Our Training Stand Out?

-  Real-Time Project Exposure
-  Mentor-Driven Approach
-  Skill-First, Job-Ready Training
-  Customized Learning Paths
-  Interactive Labs & Case-Based Learning
-  Communication & Soft Skill Focus
-  Data-Driven Progress Tracking

 **Our Promise:** We don't just teach SAP—we shape careers. Our commitment is to deliver the best training experience, focusing not only on knowledge, but also on confidence, clarity, and career growth

SAP SD (Sales and Distribution) Overview

SAP SD is one of the core modules in SAP, designed to manage all aspects of the sales and distribution processes. It is intuitive and structured in a way that makes it easy to understand the key concepts and terminology.

The SAP SD module handles the entire sales cycle—from initial inquiry to quotation, order processing, delivery, billing, and receipt of payment. This end-to-end cycle is commonly referred to in SAP as the Order-to-Cash (OTC) process.



Key Stages in the OTC Process:

- Inquiry: Initial customer request for product or service information
- Quotation: Formal offer with pricing and terms
- Sales Order: Customer's confirmed request
- Delivery: Physical dispatch of goods or services
- Billing: Generation of invoice
- Payment: Completion of financial transaction



COURSE CURRICULUM

1. Introduction about SAP

2. SAP Landscape

3. Enterprise structure

4. Material ledger (ML) Run in S4HANA

5. Master data

I. Customer master (Business partner) in S4HANA

- Partner determination
- Account group.
- Customer account Number range
- Business partner number range in S4HANA

II. Material master

- Material type
- Number range.

III. Pricing master

IV. CMIR (Customer material info record)

6. Sales Documents types and controls

I. Sales document types and controls

II. Item categories and Controls

III. Schedule lines and Controls

7. Delivery document types and controls

I. Delivery document types and controls

II. Delivery item category controls

8. Billing document types and controls

I. Billing document types and Controls

9. Pricing in S4HANA

- I. Condition technique
- II. Condition types and controls
- III. Pricing procedure and 17 fields
- IV. Condition update
- V. Condition supplement
- VI. Group discounts
- VII. Exclusion group
- VIII. Condition index
- IX. Reverse pricing

10. Basic functions

- I. Copy controls.
- II. Availability Check
- III. Transfer of requirements
- IV. Delivery scheduling
- V. Factory calendar
- VI. Text determination
- VII. Output determination (NAST)
- VIII. Incompletion procedure
- IX. Free goods
- X. Material determination
- XI. Partner determination at order
/delivery/invoice
- XII. Bill of material (BOM)

11. Account determination

- I. Revenue account determination
- II. Reconciliation account determination

12. Tax procedure / GST

13. New Changes in S4HANA

- I. Advance Return in S4HANA
- II. Credit management in S4HANA
- III. Flexible Number range in S4HANA
- IV. Settlement management (Rebates)
- V. Output determination (BRF +)
- VI. Brief about Advance ATP
- VII. Stock posting in S4HANA

14. Business Process

- I. OTC process - Order to Cash, (Standard Order process), Make to Stock
- II. Third party sales
- III. IPO Process (Individual purchase order)
- IV. Make to order (MTO)
- V. Consignment Process
- VI. Intra STO (Stock transfer order)
- VII. Intercompany STO
- VIII. Intercompany Sales / Billing

5. Interface & Customizing process

- I. IDOCS
- II. Standard Tables
- III. Z-Tables
- IV. Z-Reports
- V. Z-Programs
- VI. Enchantments

16. SAP Methodology

- I. Activate Methodology in S4HANA
- II. ASAP Methodology in ECC

17. Data Upload

I. LTMC

18. Fiori APPS

I. Customer/Order/ delivery /invoice creation
in Fiori apps

19. Integration with cross modules

I. SD – MM

II. SD –FICO

III. SD-PP

IV. SD-ABAP

V. SD-BASIS

VI. SD-MDG

20. Interview Questions

21. Resume preparation and Interview guidance.

Contact Information

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