FUTURE
Technologies

ENTERPRISE RESOURCE
PLANNING

APPLICATIONS
ERP

SAP-SD
SALES & DISTRIBUTION

- **Introduction To ERP**
- **Enterprise Structure**

  - Definition
  - Assignment

- **Customer Master Data**

  - A/C Group Creation
  - Create/Change Display Customer Master Data

- **Material Master Data**

  - Create/Change/DisplayMaterial Master Data]
  - Stock Position/Stock Initialization

- **Partner Functions**

  - Sold to Party
  - Ship to party
  - Bill to party
  - Payer

- **Pricing**

  - Condition Table
  - Access Sequence
  - Condition Type

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- Pricing Procedure Determination
- Condition Record

Order Cycle

- Inquiry
- Quotation
- Order
- Delivery
- Picking
- Post Goods Issue
- Billing/ Invoice

Consignment

- Consignment Fillup
- Consignment Issue
- Consignment Pickup
- Consignment Issue
- Consignment Written

Number Ranges
Sales Document Type

- Inquiry
- Quotation
- Standard Order
- Consignment Order
- Promotional Order
- Return Order
- Cash Order

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- Rush Order

- **Item Categories Determination**
- **Schedule Line Determination**
- **Credit/ Debit Memo**
- **Incompletion Log**
- **Material Determination**
- **Picking**
- **Packing**
- **Free Goods**

  - Inclusive Type
  - Exclusive type

- **Outline Agreements**
- **Scheduling Agreements**
- **Contracts**

  - Quantity Contracts
  - Value Contracts

- **Bill of Material**
- **Customer Material Info Record**
- **Item Proposal/Product Proposals**
- **Credit Management**

  - Simple
  - Dynamic

- **Subsequent Free of Charge Delivery**
- **Invoice Correction Request**
- **Rebates**

- Rebate agreement
- Condition type Group

- **Returnable Packaging**
- **Texts Determination**
- **Customizations**
- **Configurations**
- **Sample projects**