



SPANBIX TRAINING INSTITUTE

SAP SD (Sales & Distribution) — Job-Ready Course Outline

Designed by a 20+ Year SAP SD Practitioner · S/4HANA-Native · Beginner to Job-Ready · 12 Weeks

COURSE AT A GLANCE

Duration: 12 Weeks (3 Months)	Level: Beginner → Job-Ready
Live Hours: 84 hrs instruction + 60 hrs sandbox practice	Platform: S/4HANA 2023 (live system — not IDES screenshots)
Capstone Projects: 3 (Enterprise Structure, O2C Config, FMCG End-to-End)	Certification: After capstones + mock interview + FS document graded
Batch 1: Mon / Wed / Fri — 1 hr/class (timing flexible)	Batch 2: Tue / Thu / Sat — 1 hr/class (timing flexible)
Batch 3: Sat / Sun — 1.5 hrs/class (timing flexible)	PD Classes: Every Saturday & Sunday — resume + interview training

WHY THIS COURSE — WHAT SETS SPANBIX APART

★ S/4HANA-Native All config on S/4HANA 2023 system — not legacy R/3	★ Live Project Training Real scenarios, not textbook exercises
★ Sandbox Access Hands-on SAP system from Day 1	★ SD-FI / SD-MM Integration Understand what happens behind every transaction
★ EDI / IDoc Module Tackles the gap every support consultant faces in Week 1	★ Functional Spec Writing Skill no other institute teaches freshers
★ Placement Assistance Until you sign the offer letter — our own company	★ Personality Development Every Sat & Sun — resume, communication, interviews

12-WEEK JOB-READY CURRICULUM — MODULE BY MODULE

Week	Module	Topic	Key Content
PHASE 1 — SAP Foundation & Business Context <i>Weeks 1–2</i>			
1	M01	SAP & SD Fundamentals	› What is SAP? ERP landscape overview (beginner-friendly) › SAP S/4HANA vs ECC — what changed & why it matters › SAP Fiori Launchpad navigation — key SD tiles › O2C document flow: Inquiry → Quotation → Order → Delivery → Billing → FI › ASAP / SAP Activate methodology: 5 phases, consultant's role › System landscape: DEV → QAS → PRD, Transport Management (SE10, STMS) › T-Codes: VA01, VL01N, VF01, SE10
1–2	M02	Enterprise Structure Design	› Company Code → Sales Org → Distribution Channel → Division → Plant › Shipping Point, Storage Location assignments › Design exercise: build enterprise structure for a real client scenario › Common mistakes in enterprise structure & downstream errors › T-Codes: SPRO, OX10, OVX5, OVXG
PHASE 2 — Master Data <i>Weeks 2–3</i>			
2–3	M03	Customer Master & Business Partner	› Business Partner (BP) transaction — S/4HANA standard replacing XD01 › BP roles: FLCU (customer), FLVN (vendor), CVI synchronisation › Customer master views: General, Sales Area, Company Code data › Partner determination: SP, SH, BP, PY — procedures & assignments › Account groups, number ranges, field selection control › T-Codes: BP, XD01, XD02, VD51, VOPA
3	M04	Material Master	› SD-relevant material master views: Sales Org 1 & 2, MRP, Plant data › Item category group, general item category group, loading/transportation group › Material determination (product substitution) — VB11 › Customer-Material Info Record (VD51): delivery/billing overrides › T-Codes: MM01, MM02, VB11, VD51
PHASE 3 — Core O2C Configuration <i>Weeks 4–5</i>			
4	M05	Sales Documents Deep Dive	› Sales document types (VOV8): OR, QT, IN, CR, DR, RE — when to use each › Item categories (VOV7) and item category determination logic › Schedule line categories — link to MRP and delivery › Incompletion log: mandatory fields that block processing › Copy control (VTAA, VTLA, VTFL): designing the document chain › Returns, credit memos, debit memos: business scenario + configuration › T-Codes: VA01, VA11, VA21, VOV8, VOV7
4–5	M06	Pricing — Strategy to Config	› Condition technique: condition type → access sequence → condition table → pricing procedure › Pricing procedure design exercise: B2B manufacturing client scenario › PR00 (price), K004/K005/K007 (discounts), MWST (tax), VPRS (cost) › Condition records VK11: key combinations, validity, scales › Free goods (VBN1): inclusive vs exclusive › Diagnosing pricing errors in production — the 5-step check › Top 20 pricing interview questions (TCS / Infosys / Wipro pattern) › T-Codes: V/08, VK11, VK12, VK13, V/06
5	M07	Output, Text & Partner Determination	› Legacy NACE output determination vs S/4HANA Output Management / BRF+ › Adobe Forms configuration: invoice, delivery note, order confirmation › Text determination: text objects, IDs, access sequences › Account determination (VKOA): account keys ERK, ERL, MWS › Route & transportation zone determination › T-Codes: NACE, VKOA, VOPA, OVT1
PHASE 4 — Special Processes & Controls <i>Weeks 6–7</i>			
6	M08	Special Business Processes	› Cash sales & rush orders: config + use cases › Consignment full cycle: fill-up → issue → pick-up → return › Third-party processing: PO from SO, MIGO, billing flow › Intercompany sales: IV billing type, OBYA cross-company posting

Week	Module	Topic	Key Content
			› Make-to-Order (MTO): production order link, availability check › Stock Transfer Orders (STO): plant-to-plant with SD delivery › T-Codes: VA01 (OR/KA/KB), KB21N, ME21N, MIGO
6–7	M09	Credit Management	› Credit control area, risk category, credit groups › Static vs dynamic credit check — when to use each › FD32: credit limits, credit horizon, payment history › Blocking & releasing: VKM4, VKM5 › SAP Advanced Credit Management (S/4HANA FSCM — UKM_BP): overview › T-Codes: FD32, OVA8, VKM4, VKM5
7	M10	Availability Check & TOR	› Checking rule and checking group — what stock counts › ATP (Available to Promise) full worked calculation › Transfer of Requirements: how SD demand reaches MRP › Backorder processing and rescheduling › Availability check differences in S/4HANA › T-Codes: CO09, MBGR, MD04
PHASE 5 — Logistics Execution & Billing <i>Weeks 8–9</i>			
8	M11	Shipping & Delivery	› Outbound delivery (VL01N): creation, items, schedule lines › Picking: transfer orders, WM integration overview › Post Goods Issue (PGI): movement type 601, stock & FI impact › Delivery split criteria, collective processing, delivery blocks › Movement types: 601 PGI, 602 Rev-PGI, 641 STO GI › T-Codes: VL01N, VL02N, VL04, LT0A
8–9	M12	Billing Deep Dive	› Billing document types: F2, F5, F8, G2, L2, RE, IV — when each is used › Billing due list (VF04): collective billing and split rules › Rebate processing: agreement types, partial/final settlement › Invoice correction request (RK) vs credit memo — consultant's choice › Billing to FI: how accounting document is generated, common errors › T-Codes: VF01, VF04, VF11, VBO1
PHASE 6 — Integration, EDI & Reporting <i>Weeks 9–10</i>			
9–10	M13	SD-FI & SD-MM Integration	› FI document at billing: RV document type, posting keys 01/11/50 › Revenue account determination (VKOA): 5-step access sequence › Tax determination in SD: MWST, tax codes, GST India (CGST/SGST/IGST) › GST compliance: GSTIN in customer master, HSN in material, e-invoice (IRP) › SD-MM: goods issue at PGI — movement type 601, MM + FI documents › SD-PP: Make-to-Order demand chain to production order › T-Codes: VKOA, OB40, OBYC, FB03
10	M14	EDI, IDocs & S/4HANA Reporting	› IDoc architecture: message types, basic types, segments › Inbound ORDERS05: customer PO → automated sales order › Outbound INVOIC02 / DESADV: invoice + ASN to customer › Partner profile config (WE20, WE21); IDoc error resolution (BD87, WE05) › S/4HANA Embedded Analytics: SD CDS views, Fiori reporting apps › Key SD tables: VBAK/VBAP/VBFA/LIKP/VBRK/VBRP/KNA1 — for Z-reports › Z-Report writing with SE38, ALV Grid
PHASE 7 — Consulting Skills & Placement Prep <i>Weeks 11–12</i>			
11	M15	Functional Spec & Documentation	› What an FS document is — when and why you write one › FS structure: AS-IS → TO-BE → Gap Analysis → Solution → Test cases → Sign-off › Writing FS for a pricing VOFM routine enhancement › Writing FS for a custom billing/credit exposure report › Business Blueprint (BBP): writing an O2C section › Change request lifecycle: raise → approve → transport (SE10) → sign-off
11–12	M16	Interview Prep & Capstone Project	› Top 50 SAP SD interview questions — fresher + 2-year experience answers › Scenario Q&A: 'Order is blocked — walk me through your investigation' › CAPSTONE: Design & configure complete SD solution for FMCG client scenario › Pricing design capstone: build full pricing schema from client requirements › Resume writing: presenting sandbox experience professionally › Mock interview sessions with peer feedback (video-recorded)

Week	Module	Topic	Key Content
			› Personality development, communication & client-facing skills

Enroll Now — Limited Seats per Batch

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