SAP S/4HANA Sales and Distribution (SD) Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The SAP S/4HANA Sales & Distribution (SD) module is a cornerstone of enterprise resource planning, empowering organizations to streamline order-to-cash processes, enhance customer experience, and optimize sales operations. SAP S/4HANA Sales & Distribution (SD) Training Course is designed for professionals seeking to gain hands-on expertise in configuring and managing sales orders, pricing, delivery, billing, and reporting in the latest SAP S/4HANA environment. Participants will gain practical insights into real-time analytics, automation, and integration with other modules such as MM, FI, and CRM, ensuring they can drive business efficiency and support digital transformation initiatives.

Through interactive, scenario-based learning, this training equips participants with the skills to handle complex business processes, improve sales forecasting, and maximize revenue opportunities. By leveraging case studies, simulation exercises, and system demonstrations, learners will acquire the knowledge to configure SD settings, manage master data, and generate actionable insights. Whether you are a functional consultant, sales manager, or SAP professional, this course will enhance your ability to implement end-to-end sales and distribution strategies that align with modern business requirements and industry best practices.

Programme Curriculum

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Course Duration

5 days

Course Objectives

1. Gain expertise in SAP S/4HANA SD configuration and implementation.
2. Master sales order management from creation to delivery.
3. Learn pricing and discount strategies within SAP S/4HANA SD.
4. Understand billing and invoicing processes for accurate financial reporting.
5. Enhance customer master data management for efficient operations.
6. Implement delivery and shipment processes in S/4HANA.
7. Integrate SD with MM, FI, and CRM modules for seamless business flow.
8. Analyze real-time sales analytics and reporting using Fiori apps.
9. Automate sales workflows for increased productivity.
10. Optimize credit management and risk assessment processes.
11. Troubleshoot common SD challenges in live SAP environments.
12. Apply best practices for SAP S/4HANA migration and upgrades.
13. Develop decision-making skills using data-driven SD insights.

Target Audience

1. SAP Functional Consultants (SD)
2. Sales Managers and Team Leads
3. ERP Implementation Specialists
4. Business Analysts
5. SAP Project Managers
6. Finance and Accounting Professionals
7. IT Professionals and System Administrators
8. Consultants seeking SAP S/4HANA certification

Course Modules

Module 1: Introduction to SAP S/4HANA SD

- Overview of SAP S/4HANA architecture and SD module
- SAP Fiori apps for sales and distribution
- Understanding order-to-cash process
- SD integration with MM, FI, and CRM

- Case Study: Real-world business scenario of SD implementation

Module 2: Master Data Management

- Customer Master, Material Master, Pricing Conditions
- Credit Management and Risk Assessment
- Configuring customer hierarchies and partner functions
- Handling material types and sales-related data
- Case Study: Optimizing customer master data for sales efficiency

Module 3: Sales Order Management

- Sales order creation, change, and cancellation
- Configuring order types and item categories
- Managing schedule lines and delivery dates
- Advanced order processing and automation
- Case Study: Streamlining order-to-cash process in a global enterprise

Module 4: Pricing and Billing

- Defining pricing procedures and condition types
- Discounts, surcharges, and taxes configuration
- Billing documents, credit/debit notes
- Integration with FI for invoice posting
- Case Study: Implementing dynamic pricing in a multinational company

Module 5: Delivery and Shipment Processing

- Creating and managing delivery documents
- Picking, packing, and goods issue processes
- Transportation and shipment integration
- Handling returns and stock transfers
- Case Study: Enhancing delivery accuracy using SAP S/4HANA

Module 6: Sales Reporting and Analytics

- Using Fiori dashboards and CDS views
- Sales volume and revenue analysis
- Order backlog and delivery performance reports
- Custom reports using SAP Analytics Cloud (SAC)
- Case Study: Real-time sales reporting for decision-making

Module 7: Integration with Other Modules

- SD-MM integration for material availability checks
- SD-FI integration for billing and revenue recognition
- Collaboration with CRM and Production Planning (PP)
- End-to-end process scenario exercises
- Case Study: Seamless cross-functional integration in SAP

Module 8: Advanced SAP S/4HANA SD Features

- ATP (Available-to-Promise) checks

- Output determination and EDI processing
- Advanced credit management and risk mitigation
- Workflow automation and intelligent business processes
- Case Study: Leveraging AI and automation for SD optimization

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price

23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com