

SAP MM and SD Training Course

Standard Duration:

8–10 Weeks (Regular Track)

Total Hours: ~70–80 Hours (approx. 35–40 hours per module)

Fast Track Option: 4–6 Weeks (with extended daily sessions)

Course Overview:

This dual-module course offers in-depth knowledge of SAP Materials Management (MM) and Sales & Distribution (SD)—two of the most crucial SAP ERP modules. It covers business processes, master data, configuration, and integration across the supply chain, procurement, and sales cycles.

SAP MM Course Outline (Materials Management)

Module 1: Introduction to SAP MM

- SAP architecture and integration with SD, PP, and FI
- Organization structure in MM
- Navigation in SAP MM

Module 2: Master Data Management

- Material master
- Vendor master
- Purchasing info record and source list

Module 3: Procurement Process

- Purchase requisition and order
- RFQ (Request for Quotation)
- Goods receipt (GR), Invoice verification (MIRO)
- Subcontracting and third-party procurement

Module 4: Inventory Management

- Goods issue and transfer postings

- Stock transfers (intra & inter-company)
- Batch and serial number management

Module 5: MM Configuration

- Document types and number ranges
- Release procedures
- Pricing procedures

Module 6: Reporting and Analytics

- Standard MM reports
- SAP Fiori and real-time analytics

SAP SD Course Outline (Sales and Distribution)

Module 1: Introduction to SAP SD

- Organizational structure in SD
- Sales document types
- Integration with MM and FI

Module 2: Master Data

- Customer master data
- Material master data
- Customer-material info records

Module 3: Sales Process

- Inquiry and quotation
- Sales order creation
- Delivery and billing processes

Module 4: Shipping and Transportation

- Delivery document types
- Route determination
- Picking, packing, and goods issue

Module 5: Billing and Invoicing

- Billing document types

- Integration with FI for revenue posting
- Credit management

Module 6: SD Configuration

- Sales document customization
- Pricing procedure configuration
- Partner determination and output determination

Module 7: Reports and Analytics

- Standard SD reports
- Fiori apps and real-time dashboards

Target Audience:

- Procurement professionals
- Sales and marketing teams
- SAP functional consultants
- Supply chain and operations staff

Prerequisites:

- Basic understanding of business processes (procurement/sales)
- No prior SAP experience needed