SAP SD QUESTION & ANSWERS

1. What do you mean by drop shipment?
A drop shipment is based on an order from a customer to a Distributor. The distributor initiates the shipment by Informing the wholesaler.

2. What is the use of sales area?
Sales area is the geographical aspect of that particular Company code, from there we can generate the reports.

3. How does the rule MALA decide the picking location?
1. SHIPPING POINT
2. PLANT
3. STORAGE CONDITION
4. STORAGE LOCATION

4. What is the difference between customization and configuration?
Customization word used for Master Data maintenance. And Configuration word used for pricing Procedure Determination.

5. Is it possible to do delivery without shipping point?
No. Shipping point is the destination of the goods, how we can ship the goods. It is like mailing letter without TO address.

6. Explain about smart forms?
Smart form - it is a form. Basically it is using in output.

7. How sales document is structured?
Header responsible for all the documents
Item for materials
Schedule line for quantity and delivery

8. In sales order how system does picks up plant?
We assign particular material master to particular Plant it picks up from there.

9. Without delivery can you do billing?
Without delivery invoice is not possible.

10. Could you explain about sales deals?
Company has launched a new product, for a that material you want to have a promotion for this you will creating a sales deal and assign it to sales promotion and you maintain condition groups.

11. What is the use of pricing date in condition type?
It shows date of calculation of pricing procedure for that particular document. So that in future you can see the date on which pricing calculated for that particular doc.

12. WHAT DOES A/C GROUP CONTROL CUSTOMER?
Account Group is like a control Parameter for the customer master. Most of the fields in the customer master are controlled using Field Selection, which is internal function of Account Group.

13. Can you explain about Higher-level item category and item usage
   Sales Document Type (OK)
   +
   Item Category Group (NORM)
   +
   Item Usage (FREE)
   +
   Higher Level Item Category (TAN)
   +
   Item Category of Free Goods (TANN)

14. Why do you need project IMG?
IMG is required for the purpose of customizing and Configuration. There is no role of functional consultant Without it.

15. How we assigned sales organization to delivering plant?
Path: SPRO-IMG-Enterprise Structure-Assignment-SD-Assign
16. How to extend material and customer to other sales areas?
Sales area is a combination of s.org, dist channel & Division. Division is a logical grouping of products. So u cannot extend material to other sales areas. But u can extend customer to other sales areas through common distribution channel & division.

17. How can we process out bound deliveries without shipping point?
Shipping point is a mandatory Organizational unit for outbound delivery process.

18. While I am creating a customer in ship to party account group you have shipping and billing partner function tab pages, client wants to shift all important fields in billing like payment terms, incoterm, and tax classification into shipping tab page. He wants only shipping partner function only, how does you customize?
Field Selection will help you maintain the fields relevant to Shipping. Ship to party function will be able to see only shipping related fields.

19. Why do I use condition indexes? How do you activate them?
Condition Index is used to search all the conditions records for a particular condition type (eg PR00). We activate condition index in the customizing screen of the condition type.
Menu Path: SPRO>>Sales & Distribution>>Basic Functions>>Pricing>>Pricing Control>>Define Condition Types>> Maintain Condition Types>> Enter PR00

20. Is it possible to release change request, without releasing task?
Once we can release the task, then only we can release the Change/customizing request.

21. Product attributes means?
Product attributes is nothing but the features of product.

22. Can one have multiple packing for delivery?
YES WE CAN HAVE MULTIPLE PACKING FOR A SINGLE DELIVERY

23. Explain EDI and its usage?
EDI - it helps for data transfer. That means from sap or non sap to sap

24. To extend material one plants to another plant what are the configuration you done in your project?
We have to create in new plant as we have followed for first plant, where as in first plant system will give internal number but for second plant we have to mention material number.

25. What is the client specific data? Give two examples of client specific data?
1-master data
2-transction data.

26. How to stop PGI?
In Credit Management we stop the PGI by through Credit limit or through customization.

27. How SAP support to the client to know the customer requirements?
Support to client- 1- implementation method
2- Correction method

28. Can we assign multi distribution channel to a single customer in sap SD sales process. If yes then how?
While creating customer we need to assign the customer to the respective sales area, we should copy from previous sales area in XD01 through reference

29. what is the difference among sales deal promotion price, price agreement?
Sales deal promotion— specific product for a period of time price will be less than MRP.

Price agreement— means an agreement between customer and Vendor for a specific product or with a specific price mentioned in their agreement.

30. What is the difference between inbound and outbound delivery?
Out bound delivery--- is Post goods Issue (PGI)
In bound delivery--- is Post Goods Received (PGR)
PGI will come under Sales Area
PGR will come under MM Module
PGI decreases physical stock and PGR increases

31. From Which Tcode can I view customer wise back order (Open Order?)
V_RA

32. What is retro active billing? Who is will create this?
Retro active billing means rebate process. When ever the customer reaches the target quantity or volume in specified time Period we issues the credit memo for the customer.

33. Where do you assign Movement Type?
We assign movement type in schedule line category.

34. Can anyone explain about Purchase Order & Purchase Requisition?
In third party if a customer places an order if the Material is not available in our company if the order Document is saved automatically purchase is raised with the help Of this purchase group is created

Purchase requisition--- For production of material raw Materials are required, but materials are not available in Stocks, then the production dept. request send to the MM manage simply request him to arrange Materials for production of finished materials.

35. in one sales order there are two materials can maintain two different pricing procedures for these materials?
No, u cannot maintain 2 separate pricing procedure for same Material in single order. But u can change the price Manually by selecting the material and then the conditions Tab....u can also see the changed status as manually later

36. List the Basic Steps for SD configuration.
1. Enterprise structure
2. Partner determination
3. Master data
4. Business process customization
5. Pricing
6. Output determination

37. HOW YOU CAN EXTEND THE REBATE? WHAT ARE THE PROCEDURES, WHAT IS THE CUSTOMISATION FOR IT?
The transaction code for extend rebate is "VB (D)" in that You should fill the field like recipient and rebate Agreement.

For customization same as create condition tables but Already there are standard tables and define access sequence And assign condition types. There are already standards are There like b001, b002, b003, b004 then assign pricing Procedure to condition type, next create account keys and Assign to rebate process type

38. What is accounting group?
Accounting group is simply the classification of customers, Whether its sp, sh, bp, or py, and it also controls the Fields in cmr.

39. What are the differences between invoice and billing document?
Billing Doc is the broad view
Invoice (F2) is one of type of billing doc.

40. What is pricing? How will it affects the billing procedure?
Pricing has the basic price of the item. It also has the
Discounts, Taxes, Rebates, & also the cost of the item.

41. What is act key? And how it works? Normally how many pricing procedures do in implementation?
Account key determine a correct G/L account to be posted the data corresponding G/L accounts. You need to assign a G/L account to account key that is assigned to a condition type in a pricing procedure.

42. Tell me account key and accruals?
A/c keys determine a correct g/l a/c to be posted the data corresponding g/l a/c. All customer Rebate accounts are posted in accruals.

43. What is the docu.flow?
- Inquiry
- Quotation
- Sales Order
- Delivery
- Transfer Order
- Post Goods Issue
- Billing
- Accounting

44. What is the transfer order?
Transfer order is basically picking order where u pick the material from storage and loading area or picking area

45. What is the purpose of text determination, account determination, partner determination, output determination, storage location determination

1. Text determination: For transferring information from material or customer to order/delivery or invoice (and anything in-between)

2. Account determination: For transferring financial and costing information to proper financial docs

3. Partner determination: for deterring who is legally responsible for A/R, who the goods are going to and whatever else you drive through this functionality.

4. Output Determination: What type of Output (Fax/Mail, etc) is required, where and in what Format (ABAP Customization may be required in some cases especially Invoices).

4. Storage Location Determination: depends on Plant, Shipping Point and Storage Conditions

46. What are the five imp fields to be maintained in account determination?
Sales org., A/c keys, condition type, a/c group for the customer, a/c group for the material

47. What is meant by transfer of data from legacy code to sap?
Before installation of SAP, Data maintained by Company is called Legacy Data. At the time of installation, it is required to transfer Data from Legacy to SAP like Masters (Material/Customer, etc).

48. What do you do really in pricing determination, and what are the main differences between one pricing procedure determination to the others, which data control these differences?

Pricing prosier determination-----Pricing is determined by combination of Sales Organization, Distribution Channel, Division, Customer Pricing Procedure and Document Pricing Procedure.

Pricing prosier-----Pricing prosier is the simple prosier of pricing .It identify different- 2 step, counter of condition.

49. What and where types of copy controls we change

Copy Control-----is basically meant so that Data is copied from preceding Document to subsequent one. In general case of Standard Order, it will be Copy Control (Order to Delivery) from OR to LF.
50. How to and where to maintain copy controls
(Sales Document types and Delivery Document Types)

51. What is purpose of maintaining common distribution channels and common division??????

Common Distribution Channel and Common Division are maintained so that if any master data like customer or material maintained with respect to one distribution channel can be used in other DCh. It prevents the multiplication of master record

52. What is Sales order Item category Determination n what is delivery Item Category determine????????

53. Can you deference between contract & scheduling agreement?
Scheduling Agreement--- is the agreement between consumer and Company having fixed delivery dates and fixed quantity.

Contract--- is the agreement between company and consumer for certain period of time.

54. What is PMIN?
PMIN is a Condition type to define minimum prices. It can be Control minimum prices below which a material should not be sold to the customer.

55. Explain About Dunning Procedure?
Dunning procedure is used in credit management if Customer does not pay back his amount, then using this dunning Procedure Company sends reminders to customer then after That company has to take legal action.

56. What is client requirement in Schedule Line Category?
Schedule line category is nothing but delivery date and Delivery quantity is must.

57. In how many places we can block the Sales Document?
Sales document can be blocked at three places depending on The customer risk categories, they are
1. Sales order level (high risk customer)
2. Delivery level (medium risk customer)
3. Goods issue level (low risk customer)

58. What is the Difference between Reconciliation A/C and Normal Posting A/c?
Manual entries can be posted in the normal G/L account and the same is not possible in the Reconciliation account, as these are automatically updated.

59. What happens if we check 'exclusive' indication in access sequence, and what happens if we do not check?
Basically access sequence finds the exact condition record in cond.table by search statutory with the help of exclusive indication.

60. Can anyone tell about types of free goods?
1) In paste: 25% extra more -it’s inclusive
2) When you buy paste you get a brush free, it’s exclusive.

61. What are the 16 steps in the pricing procedure?
   Step,
   Counter,
   Condition type,
   Description,
   Form,
   To,
   Manual,
   Mandatory
   Statistics,
   Print
   Subtotal,
   Requirement,
   Alt condition type,
   Alt condition base value,
   Act key and
   Accruals.

62. Difference between plant and storage location?
A plant is a manufacturing unit and it is a place where Materials have to be kept.

Storage location is a place in plant, where in materials Has to be stored

63. Do u have any link for customer master and credit management?
We can maintain individual customer credit limit in customer Master. In t.code (fd32) we can define the total credit limit For sales area and credit limit for individual sales area.

64. Explain about sales order cycle?
INQUIRY
QUOTATION
ORDER
DELIVERY
BILLING

65. What is the relation between sales organization and company codes?
Many to One

66. Sales order is created 1st November for 200 tooth pastes 100 brushes free of goods (2+1 free goods). At the time of delivery on 15th November you have shortage of brushes by 40. Offer closed on 15th November. How do you solve in this scenario?
At 15 Th Nov 40 shortage tooth paste have given 100% free Goods discount. Cond type is R100.

67. Can one create delivery with reference to the project?
Yes.

68. What is the difference between cash sales and rush order?
In rush order if a customer places an order delivery will Take place immediately billing will be letter.

In cash sale if a customer places an order delivery and Billing will be on the same day.

69. How system picks up pricing while doing billing?
From Sales Order

70. Diff between business sale cycle nd customer sale cycles?
Contract is the business sale cycle and schedule line is the cust. sale cycle.

71. How do we control the credit checks with specific to distribution channel and division?
By assigning credit control area to specific sales area

72. CAN YOU CONFIGURE TWO DIFF FREE GOODS ITEMS FOR ONE SINGLE ITEM?
EXAMPLE- ON PURCHASING OF ITEM A U WANTS TO GIVE ITEM B & C FREE .IS IT POSSIBLE? HOW?
Yes it is possible by the exclusive free goods.

73. For the 1st 10 sales order I want to give discount, so what customization we have to do with

74. Can you delete order?
YOU CAN DELETE THE ORDER BUT THERE SHOULD NOT BE ANY TRANSCATIONS ON THE PARTICULAR ORDER.

75. MWST? Pl explains in detail.
MWST is Tax Condition Category which will be Assigned to Country IN.

76. What makes Listing & exclusion Work differently than each other?
Listing --- only the materials which is applicable to the Customers
Exclusion --- The materials which is not applicable to the Customers

77. How to do customization of rebate processing in sap SD????
1-activate rebate in customer master data
2-selling material should be activated in MM data
3-sales org. should be activated
78. Which partner function realent for credit limit?
Sold to party is relevant for credit limit.

79. Name three areas/processes which use condition technique in SD?
Material determination, pricing determination, Output determination, Account determination.

80. Explain what a condition table and an access sequence are and the relationship between them?

**Condition table** defines the combination of fields (the key) that identifies an individual condition record.

**Access sequence** is a search strategy that the system uses to find valid data for a particular condition type.

81. What is a condition type? What are the two main groups of condition types?

Condition type is a representation in the system of your daily pricing activities. Fixed Amount & Percentage.

82. Which partner function is relevant when it comes to tax calculation in the sales order?

Ship*to party.

83. Where would you specify that a condition type is a discount or a surcharge?

In Condition Type Details Screen.

84. You want to list all condition records for a certain material or a certain sales organization. How would you do that?

By creating pricing Reports.

85. Can you explain what a statistical condition is? Give an example for a statistical condition?

VPRS.

86. For what do you use customer hierarchies?

Pricing, Rebate.

87. Name the influencing factors for pricing procedure determination during sales order entry?

Customer, Sales Document Type and Sales Area.

88. Can you copy condition records? If yes, are there any restrictions?

Yes. Field specific.

89. Tax jurisdiction processing is a close link between which two modules?

FI & SD.

90. Can you delete an invoice?
No. You can cancel it and create cancellation document

91. When you create an invoice can you carry out pricing again?

Yes.

92. From which documents can you create a Performa invoice?

Sales order or delivery.

93. When you create a credit memo request do you always have to refer to a sales order or any other previous document?

Only sales order.

94. Can you combine orders into one invoice?

Yes.

95. Can you split deliveries into several invoices? When would you do that? Yes. If the data from the related reference the system will automatically split the invoice.

96. Can one business area be valid for several company codes?

Yes.

97. There is an interface between SD and FI in invoicing. Can you think of another interface between SD and FI?

Credit check, Tax calculation, and Cost estimate. Plant

98. Can you partially settle rebate accruals?

Yes.

99. Is it possible to link R/3 projects to the MS project?

Yes.

100. What two ways of number assignment for documents or master data do you know? Explain the difference between them.

Internal & External.

101. Can you share master data between several sales areas?

Yes.

102. What does the account group of the customer control?

Number assignment, Screen Layout.
103. What are the two influence factors for field selection for customer master record maintenance?

Account Group, Transactions.

104. Name at least five features that you can control for the sale document type?

Text, Partner, Pricing, Taxes, Output, Delivery.

105. Why do you have different sales document types in R/3?

For business transactions.

106. Name at least five features that you can control for the item category?

Pricing, Relevance for delivery, Relevance for billing, Incompletion log, Partner, Tax.

107. Name at least five features that you can control for the schedule line category?

Relevance for delivery, Availability check, Transfer of Requirements, Goods Movement, Purchasing and Incompletion log.

127. Explain how the system can automatically determine the item category in the sales order.

Sales document type + Higher level Item category + Item category group + Item Usage.

128. Explain how the system can automatically determine the schedule line category in the sales order?

Item category + MRP type.

129. Once the system determined the item level schedule line category automatically in the sales order, can you still change it manually? Yes.

130. At which levels in the sales document can you have different incompletion procedures?

Sales Document Type, Item Category, Schedule Line Category, Partner Functions, Sales Activities.

131. What is the item category group? Where do you maintain it?

Item category group is define the features of item and it represent the's the function and it how will work in sales process.

132. What do you control at item category level in the delivery?

Determination of Picking Location, Minimum Delivery Quantity.

133. Do you have schedule lines in the delivery? No.

135. What does the billing type control?
138. What is a partner type? Give some example?

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Sp, sh, bp, py.
```

139. You want to set up a new condition type. Name the necessary steps you have to do if you want the system to determine the new condition type automatically during sales order entry?

Use this vk11 transaction code.

140. When you think of the five possible elements necessary for the account determining during posting of a sales invoice – where from does the system get the information?

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Chart of a/c group, customer a/c group, material a/c group, sales org., and a/c keys.
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141. Name the necessary steps to setup a route?

```
Define the transportation connection points
Define the modes of transport and shipping type
```

142. During route determination the system also needs to know the departure Zone of the goods to be shipped. How does this information come into the sales order?

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Customer Master.
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143. Where do you assign text determination procedures for customer master records and for documents?

```
Account Group, Item Category.
```

144. Can you make texts mandatory for a customer master or a sales document? Yes.

145. Give examples for standard output types in SD.

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Order Confirmation, Delivery Note, Invoice.
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146. Can you specify when output should be created? If yes, what possibilities do you have?

```
Yes. Print out, Mail, EDI, Fax.
```

147. What does the material type control?

```
Finished goods.
```

148. What is the purpose of the request number which is generated when you save a customization?

```
That is used to move your non-cross client customizations.
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149. What is the difference between General Item Category Group and Item Category Group?
Item category group--- is used for SD to configure the item Category and how this item behaves in sales order.

General Item category group--- determines the category of the Item like, trading goods, service goods, finished goods Etc...

150. In which scenario order and billing has different pricing procedure?
When we use rebate.

151. What is the use of update groups in credit management?
Update group check the how many orders are open & order Reference, how many orders are open in delivery and delivery Reference, how many orders are open in billing.

152. Explain how diff between ITEM and schedule line sales document?
ITEM: In this the system shows all the details of the Item, like material, pricing, or it may be free good, ship-to-Party, batch, etc.

SCHEDULE LINE:--It is about delivery date and delivery Quantity.

153. If you generate bill more than credit limit then what will happen?
How can you go for billing? System will block at order level Or delivery level only.

155. Can one have multiple packing for delivery?
Yes we can do multiple packing for delivery

156. Can we rename movement types?
We cannot rename movement types

158. How we maintain one material at a time for two company codes?
We have to extend the material from one plant to another Plant

159. Basic elements of condition technique?
There are 5 basic elements of condition technique:
1. Creating condition table(s),
2. Access Sequence,
3. Condition Type,
4. Procedure,
5. Placing the Condition type in the Procedure.

160. Is it possible to automate output processing?
Yes, we can use output determination procedure to automate Output processing. This is based on Condition technique. We Have to assign the output determination procedure

162. What are the steps in consignment processing?
Company fills the goods at customer site, Still it is the property of company, is called as Consignment fill up, (CF)

When the customer consumes the material company issues the Invoice is called as consignment issue (CI)

If the customer finds that he got any material defective he Returns is called as consignment return (CR)

Which is not sold by the consumer, the company will pick This stock consignment Pick up (cp)

163. What are the techniques in delivery scheduling?
Backward scheduling & forward Scheduling.

Backward scdg-- System calculates Requested delivery date.

Forward Scheduling--- If the material is not avl. On that date the system calculates the earliest possible delivery date based on the material avl. Date.

164. What is the difference between condition type EK01 and EK02?
EK01 IS A CALCLATED COST EK02 IS ESTIMATED COST
166. How to stop PGI?
Use the credit management

167. Is it possible to create new sales order types?
Yes it’s possible to create a new sales order type but
Generally it is advised to copy standard one and proceed as
It is connected in so many places

168. Is it possible to change existing standard item categories?
Yes, its is possible in SAP but u never do this method
Because u have a lot of problems because suddenly u need for
Standard functionality in this case u couldn't remember

169. What are the delivery possibilities, when there is not
enough stock available?
When there not enough stock system will give the next
Delivery date by checking the availability of that quantity of
Material.

170. What is Delivery group and what is its purpose???????????
Delivery group is grouping of all sub items to be delivery at one
time. Mostly used in bill of materials.

IT IS MORE REQUIRED IN BOM WHEN U SPECIFY THE DELIVERY OF DIFF
MATERIAL AT THE SAME TIME WHICH COMES UNDER A HEADER ITEM. LET’S
SAY IF U WANTS TO DELIVER THE MONITOR OF PC TODAY, CPU TOMORROW
ETC HOW IT WOULD BE? TO AVOID THAT WE SPECIFY THE DELIVERY GROUP
SO THAT ALL THE SUB ITEMS UNDER HEADER ITEMS AREDELIVERED TOGETHER

171. What is Partner type? Example it?
One type of Partner-- who supplies goods is called VENDOR.
One type of Partner-- who Purchases from you is called CUSTOMER.
One type of Partner-- who works for you is called Employee or
Personnel.
One type of Partner-- who helps in improving your business is
Called CONTACT PERSON.

172. Item category group? Where you maintain it?
For standard material item category group is Norm
For Bom material item category group is Erla/lumf
For Third party material item category group is BANS.

173. What are the influencing factors for account determination
for invoice?
Chart of a/c
AAG of customer
AAG of material
A/c key

174. What is Condition type? Tell me the main groups?
A condition type is one which describes the what the purpose
Of that condition types are used to define how the particular
condition is going to perform.

175. What is pricing procedure?
Pricing procedure is a systematic and sequential use of
Condition types to arrive at a right value of the product.

176. Explain the Steps to setup a route?
A Route is part of shipping which is determined
1. Departure Zone
2. Shipping conditions
3. Transportation Group
4. Transportation zone

177. What is Material type control?
Material type control is similar to account group control
For customer master. The material type and the industry
Are working helps to control the data Material.

179. Can we get deleted sales order numbers?
Firstly u cannot delete the sales orders once they are saved
You can only cancel the sale order or reject the sale
Order, in that case you can get the rejected sales order
Numbers.

180. What is difference between the header level condition and
item level condition?
Header level conditions are for the whole document, while
Item level condition is for the particular item only.

181. What is main purpose of maintaining the master data?
Coz master data is responsible for all the records like Sales order, delivery and billing and as well as in Customer payments. It is mandatory

182. On what tax is calculated on base price or net price
We can calculate tax on both (net price/gross price) as per requirement because options are available

184. What is the difference between vk11 and vk31?
Tcode vk11 used for individual Maintenance of condition record
And Tcode vk31 used for mass Maintenance of condition record

185. What is backorder processing or partial delivery?
While doing sales order the material is not available some times at that time we give the delivery date if the goods available earlier than delivery date can go back with sales order and deliver the goods before first delivery date. This process called as Backorder processing.

186. What is the access sequence for header conditions?
Access sequence is a search strategy which finds the right Condition record from the condition table.

187. What is difference between the item proposal and dynamic proposal?
Item proposal--- in which we will manual selects the items from the list of items for that particular customer,
It contains material and quantity what the customer regularly purchase. Next time if the customer comes and places an order system copies material and quantity from item proposal.

Dynamic proposal--- sale order is raised items are automatically determined in that order.

188. What is material determination? Can you do two materials for one material?
Material Determination is nothing but an alt. material to the original material. With 2 materials we cannot swap.

189. Where do you maintain factory calendar?
Factory calendar is maintain in plant
Factory calendar is used to fix up the working dates and Holidays.

190. How many cons. Does u have in your project?
Depending upon client requirement. Generally we r using these Condition types.
Price - PR00
Discount- K004/5/7
Tax - MWST

200. How is credit control determined?
Credit control is determined in the combination
COMPANY CODE + CUSTOMER RISK CATEGORY + CREDIT GROUP = CREDIT CONTROL AREA

One Company code can be assigned too many credit control areas
And multiple company codes are not assigned to one credit Control area.

201. Difference between discount and rebate?

Rebate--- is an agreement between Sales Org. rebates is a special discount which occasionally gives. Special discount paid to a customer once he achieves sales volume in a given period of time.

Discount--- is a general disc. Normally applicable in the business transactions in a regular base. Discount is the one which all the customers can get

202. Relationship between company code and sales organization?
ONE to MANY

203. HOW YOU CHANGE SOLD-TO-PARTY INTO SHIP-TO-PARTY
You can’t change sold to party to ship to party. But you can change ship to party to sold to party because sold to party will be having all the partner Functions.  

204. How is pricing procedure determined?  
Sales Area, Customer pricing procedure & Document pricing Procedure.  

205. How is item category determined?  
Sales doc type, Item category group, item usage, higher level item and item category all these purpose by default item category come.  

206. What is condition exclusion?  
Condition exclusion groups contain group of discount  
Condition types from this customer will not receive all Discounts but receives one best discount of all.  

207. What is condition supplement?  
Condition supplement:  
If company wants to give discount irrespective of any Combination till certain period condition supplement will Use. System by default proposes the discount along with Base price in the pricing procedure.  

208. Third party sale?  
A third-party sales process generally happens when you can’t make delivery to the customer due to insufficient Stock or some other reasons. In that situation normally you will go for third party sales process.  

210. How revenue account is determined?  
1. Application  
2. Chart of accounts  
3. Sales Org  
4. Condition type  
5. Account assignment group from customer  
6. Account assignment group from material  
7. Account key  

211. What is transfer order?  
Transfer order is an internal document to move goods from Storage to picking area  

212. Fields in material master?  
Basicdata1, basic data2, sales org1, sales org2, sales general plant data, sales text, mrp, purchasing data and accounting  

213. Types of billing?  
1 order related billing  
2 delivery related billing  
3 Performa invoice for order  
4 Performa invoice for delivery  
5 credit memo  
6 debit memo  
7 cash sale  

214. What is the diff. between billing and invoice?  
Invoice is whenever we can send to the goods send to the customer because to check the Goods. Billing document is a total goods bill.  

224. How is access seq. controlled?  
Access Sequence is controlled by the accesses. It can also be controlled by requirements, but requirements only determine  

225. How is step and counter differentiated?  
Step--- Number is used to specify the sequential order for Condition types.  
Counter--- is used when two or more Condition Types required The same Step Number.  

226. What is use of customer group?  
Customer group is represented the different-2 customer statically point and it define the customer pricing and discount.  

227. Where is shipping conditions stored?  
In material master data, and shipping determination
228. How is plant determined?
Plant is determined by material and shipping point determination

229. Why does u maintain sales office?
A Sales office establishes contact between the firm and the Regional market. It represents the business different-2 areas.

230. How is storage location determined?
It is determined by Plant + Storage condition + Shipping Point

231. How is shipping point determined?
Shipping point will be determined based on the shipping Conditions, loading group and delivery plant.

232. in third party how sales order changes to purchase req. automatically??????????
In a third party in schedule category we have a field Called purchasing requisition. Scheduling category is cs purchase req is automatically generate and we want generate with transaction code me51 to create purchase req.

233. what is integration between SD, MM&FICO? Can any body give me this is?
1. Assign our sales organization and distribution channel To plant which is the highest organizational element in Materials management and sales organization highest element in sales distribution
   For Fico Point
   We assign our sales organization to company code in order To post all the sales transactions, as company code is the Highest organizational element in financial accounting.

234. Which data is updated when you create a billing document?
1. Financial document is going to generated
2. Billing due list up dates
3. Credit management up dates

Rebate is a special Discount which gives a special customer validity period and min, and maximum Purchasing qty.
Contract is a contractual agreement between a sales organization and customer within a certain period
1. Quantity Contract
2. Value Contract
3. Service Contract

In Credit management maintain total credit limit for sales area and individual sales area and when you need stopped any customer limit then use credit management.

236. How can we supers the field’s i.e. sales office and sales group in VA01 create order initial screen?
U goes for sales area data and in that u can Supers, optional, and also mandatory, u can done which Element u wants like sales office. Sales group and, etc

237. What is line item?
Line item is a row where all the details of particular item whenever you get the all information of particular item then double click on the row.
238. Explain to me in detail Alternate condition base value and alternate calculation type?

**ALTERNATE CALCULATION TYPE**
This function allows you to use a formula finding the value of the condition type, instead of standard condition technique.

**ALTERNATE CONDITION BASE VALUE**
The alternative condition base value is a formula assigned to a condition type in order

239. Difference between plant and storage location?
*Plant*— is a manufacturing unit and it is a place where a material has to be kept.

*Storage location*— is a place in plant, where in materials has to be stored

240. What is an MRP type?
MRP is Material Resource planning which is based on Transfer of Requirements while processing the Sale Order.

241. If we have three sales areas & single customer. How to extend one customer to three sales areas.
You will go to xd01 transaction code and you will use Reference data to copy another sales area

242. If we have three plants & one material no. Then how to extend single material to all three plants.
Use T_Code MM01 and enter the same material with Organization and plant as you require. The message will appear "Material has been extended".

244. What is the purpose to differentiate the sales document type?
If there are different business process, if you want to In that case you can configure different document types (For ex. domestic sales you can create order type DOR & for export sales you can configure EOR).
You can also assign different number range to different Document types for different business process.

245. How to configure partial deliveries?
Check the box in customer master or in delivery type (LF) Check partial delivery indicator.

246. If one company can maintain one customer number for different sales areas is it possible with out any changes.
No it is not possible because one company can have only use one customer number. Customer Number is a unique feature in SAP.

247. What is the difference between General Item category and item category group in MM01 Sales org 2
*Item category*
It is an indicator that determines the characteristics of a Document item

*Item category group*
It define the characteristics of the material and what the role in sales order

248. What are the parameters that you can see in FD32?
U can see address of the customer, Central data, status and payment history of the customer.

249. What does u mean by exclusive in access sequence?
Exclusive is a track point for access sequence if the Exclusive indicator is set, if a valid condition is found by the system in a cond. table, it will stop Searching and will not go to next cond.table.

250. What does u mean by accruals?
All customer Rebate accounts are posted in accruals

251. Do u have any link for customer master and credit management?
In Customer master, we maintain Payment terms which specify the time period within which the customer has to pay his outstanding amount. When the customer is not paying
Within his payment term, then company needs to his credit history more closely. To manage this kind of situations credit management.

We can maintain individual customer credit limit in customer Master. And t.code (fd32) we can define the total credit limit for sales area and individual sales area.

251. How system picks up pricing while doing billing?
   Pricing procedure = Sales area, document pricing procedure, customer pricing procedure. It is just automatically copied from sales order, delivery.

252. How can we assign one credit limit to two customers?
   Create a customer group and then assign it to CCA.

253. BOM used in which modules?
   MM, PP, SD, CRM

254. Bill of material means?
   Bills of material means combining a group of materials in two products. In which included header level item and item level item. When header level item is relevant for pricing then item level item is not, when item level item is relevant for pricing then header level item is not.

256. Tell me some different partner functions?
   Sold to party --- The person who places the order. (SP)
   Ship to Party --- The person who receives the goods. (SH)
   Bill to party --- The person who receives the Bills. (BP)
   Payer --- The person who pays the payment (PY)

257. Diff. between inquiry and quotation?
   Inquiry --- is just a simple document showing the interest Your customer on products and services.
   Quotation --- is a legal agreement you offer to you Customer. You agree to the customer that you will charge a Particular amount

258. Relation ship between sales organization and plants?
   Many too many
   Q: We can define our own exchange rate types and use them instead of the defaulted types, ‘M’, ‘B’ and ‘G’. How can we overwrite default types in SD?
   Exchange rate gets copied from the customer master record.
   Exchange rate types are to be maintained for the customer in the sales screen.

   Q: How can we delete the Sales Orders?
   How can invoices be cancelled or deleted?
   You can very well delete sales order using transaction VA02, but with a constraint that no subsequent document is created against it.
   You cannot delete an Invoice. You can only cancel it with (VF11) if the relevant accounting document is not been generated. Ask your FI guy to reverse the accounting doc. Only after the accounting doc is reversed and/or deleted, you can cancel your invoice. You also need to check if any TAX documents are generated with your Invoice. You need to reverse/delete those documents also.

   Q: We want to explode Bill of Material automatically at time of Order entry and explode Equipment BOM in the sales order. What are the setting required?
   Use item category that is configured for bills of material for having sales
   BOM to explode automatically.
   Standard SAP item categories are:
   TAQ - Pricing and inventory control take place at the BOM header level
   TAP - Pricing and inventory control take place at the BOM item level
   these can be automatically derived using the item category groups ERLA and LUMF, respectively.
Q: Which three organizational elements make up a sales area and briefly explain their function?

Sales organization: --- An organizational unit that sells and distributes products, negotiates terms of sale, and is responsible for these transactions.

Distribution channel: --- Channel through which salable materials or services reach customers. Typical distribution channels include wholesale, retail and direct sales. You can assign a distribution channel to one or more sales organizations.

Division: --- Product groups can be defined for a wide-ranging spectrum of products. For every division you can make customer-specific agreements on, for example, partial deliveries, pricing and terms of payment. Within a division you can carry out statistical analyses or set up separate marketing.

Q: Name the three internal organizational elements within a sales organization and briefly explain their function.

Sales Office--- Geographical aspects of the organization in business development and sales are defined using the term sales office. A sales office can be considered as a subsidiary. Sales offices are assigned to sales areas. If you enter a sales order for a sales office within a certain sales area, the sales office must be assigned to that area.

Sales Group--- The staff of a sales office may be subdivided into sales groups. For example, sales groups can be defined for individual divisions.

Salespersons--- Individual personnel master records are used to manage data about salespersons. You can assign a sales person to a sales group in the personnel master record.

Q: What is a credit control area? What relationship exists between credit control areas and company codes?

Credit control area. Organizational unit in an organization checks credit limits for customers. A credit control area can include one or more company codes.

Q: What do you assign distribution channels and divisions?
A: Sales Organizations.

Q: What are the highest organizational units in SD, MM, PP, FI, CO?
A: SD: Sales Organizations.
MM: Plant
PP: Plant
FI: Company Code
CO: Controlling Area

Q: Can a sales organization sell from a plant belonging to a different company code?
A: yes.

Q: How many shipping points can you assign to a plant?
A: Many.

Q: How many shipping points can you assign to a sales organization?
A: None.

What is CR (change request) in support project?
The Change Request is that request when you do some thing New in customizing or configuration in the system.
Example:
When ever working with pricing condition record, the Current Support project has only 3 Key combinations, but user Wants to have one more key combination or need to change the Combination means, it is consider as a change request.

When u r creating sales order what is meaning of search Terms or search term 1/2. Would any one plz. Explain me?
Search term or Search term 1/2 is not only available in Sale order alone. It is also available for master records. the purpose of search term is to simplify your search.
How the configuration is done for the automatic appearance of delivery date...loading date...transportation dates. Picking date...packing date...etc when we create delivery after sales order transaction? Step-wise configuration answer will be appreciated?
Pick, pack date and loading date picks from the shipping point. Transit, transportation time picks from the route. We configured pick, pack dates and loading dates in shipping.

Is it possible to block a material for sales order?
Is it possible for the blocking customers in the same? Way...if so.How?
Yes u have to go to the MM02 & there go to sales Org 1 tab, Page there u maintain cross distribution chain after that This material is block for sales. If block a material for Plant then u should maintain in MM02 basic data 1 Cross Distribution plant & also if u block a material for Procurement then u should maintain in cross distribution purchasing data.

Does anyone know how to split a bill into more than one for? A single sales order? Or How to do multiple deliveries? And also...if multiple deliveries are happening than...how to create one invoice for various deliveries or sales Orders?
Go to copy control for billing documents choose order to Billing copy control for ex: choose or to f2, find out for Item category TANS, you will not find. So go to new entries And add TAN Item category from there you maintain copy Control details like Copy requirement - 004 (delivery Related item) Data VBRK/VBKP choose option as 003 as single Invoice or 001 for spilt delivery depending upon the Situation.

When I am trying to create material I don’t find tax Option under sales organization 1, and in customer master Also?
Use t.code ovk1 in this assign tax code to the required Country.

1. When I was trying to create my customer account I am not Getting my pf in under partner tab of sales area data.
2. When I am using already created pf sp it is showing my Pf but it is asking to give reconciliation account, where To create this account Can any one please put some focus on these questions first of all go to financial a/c...create a/c group for the customer...then assign to that of the PF in the sales section of the SD...then create the customer from XD01...depending upon the type of A/c GRP you have created like...A/c sp/bp/sp/py....it will ask for the recon A/c which you have to give as 140000 as STD..or can also suppress the field if you don't require it..

apply and see whther it works or not...definetily it shouled do.
give point for the same.

n e other help...reply back.

Prabhakar

Answer
For this ,
1. Go to OVTZERO transaction create a new account group of yours.
2. In field status of Account group screen you find Company code data select
3. Next in company code data you find option of ACCOUNT MANAGEMENT.
4. In this select RECONCILLATON ACCOUNT as required option & save it.
5. After seeing partner determination.
6. Go to Creating customer master record XD01.
7. In customer master record company code data select & you will find RECONCILATATION KEY enter 140000 as it is for TRADE RECEIVABLES DOMESTIC ENTER & SAVE IT.
8. You will not get the problem of reconciliation.

Regards
Shashank.S

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Shashank.S

Answer
I would like to answer your second question in to bits, since your first question have been answered by my other friends. Though their answer for your second qen is also correct, but I believe its not a bulls eye answer.

Ans: The system is asking to maintain the Recon. A/c since you might have opted it as an Req. Entry during the creation of A/c Grp. In such case make it Opt. Entry by following the below mentioned steps:

1. Go back to OVT0 (Maintain Field Status Grp), press Shift+F7 for position & select your A/c Grp.
2. Press F2 keeping the cursor on your A/c Grp, it will take you to the details of your A/c Grp.
3. In that, under Field Status, double click on Co.Code Data.
4. Here under Select Group, double click on A/c Mgt.

And we don't create a Recon. A/c, it will be created & supplied to us by the FICO consultants.

Regards,
Prasad JRN

What makes a customer a Sold-to? How can you check?
Customer is regarded as sold to party when he is acting as Person who is buying goods, products can be shipped, he is Billed, and he is Paying for the invoices generated.

You can clarify your doubt while creating a Sold to party, Ship to party, Payer, by using respective account groups.

Ex Payer will not be having a Shipping Tab in Sales area Data.

How can you find out in Customer Master Weather a Customer?
Is a ship-to or a bill-to? How is this information stored?
In SAP? Please mention the transactions/tables you would use.

Hahn...for the above question use the table KNVP-customer master partner functions where key is the customer number. Then respective partner functions for the customer are keened. From here we can know whether customer is AG (sold-To), RE (BILL-TO), RG (Payer), WE (ship-To).

Once you enter the customer master data the respective fields get stored into the corresponding customer master tables.

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Sudheer

Answer

U can know partner function by knowing account group, if it is 0001-SP, 0002-SH, 0003-Bp, 0004-Py, Tables is VBPA.

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Samal

Answer

Table:
- KNVP - Key Field Customer Number
- Partner Function is the field to know about customer
- BP - Bill to Party
- SH - Ship to Party
- SP - Sold to Party
- PY - Payer.

Transaction: XD03 / VD03 - Display Customer Master.
   In Sales Area Data view, you can see in partner functions tab.

If I want to configure the partner determinations for sales manager and general manager if the sales manager is bossiness partner in sales order he should only give 5% Discount and general manager should can give 10% discount. How could I configure this?

By using ASAP Methodology we can implement according to the requirement.

What do you mean by condition index, how you configure in the project?
Condition index means keep the all condition records what ever you maintained for particular condition type. If you want process this you should be active index in Condition type.

What do you mean by POD (proof of delivery) what is the use of pod? What are the configuration you done in your project?
POD is the Proof of Delivery which confirms the Ship to Party received the goods.
You can configure POD in the following Path:
SPRO - IMG - Logistics Execution - Shipping - Deliveries - Proof of Delivery
1. Here you can set your item category relevance for POD.

Can one specify user specific dates in delivery documents?
NO WE CAN’T SPECIFY USER SPECIFIC DATES IN DELIVERY DOCUMENT IN STANDARD SAP.

Question 2. What are the different types of source system?

SAP R/3 Source Systems, SAP BW, Flat Files and External Systems.

Question 4. What are datasets?

The sequential file is called datasets. They are used for file handling in SAP.
Interview Question 2: Why should I hire you?

Interview Answer: The easy answer is that you are the best person for the job. And don’t be afraid to say so. But then back it up with what specifically differentiates you.

For example: “You should hire me because I’m the best person for the job. I realize that there are likely other candidates who also have the ability to do this job. Yet I bring an additional quality that makes me the best person for the job--my passion for excellence. I am passionately committed to producing truly world class results. For example . . .”

Are you the best person for the job? Show it by your passionate examples.

Interview Question 3: Why should we give you this job?

Interview Answers: This is the time to give them your USP - Unique Selling Proposition - or what makes you different from all the other applicants. It’s really worth working out and practicing your answer to this before the interview. Some businesses use the phrase “30 second elevator speech”. Imagine you have just bumped into the CEO of the company you want to work for, getting into a lift. He or she asks you “Why should we give you the job?” You have the time it takes for the lift to reach its destination (about 30 seconds) to give a compelling answer. The key is to highlight your strengths and the benefits you can bring to the company. Make sure you avoid sounding desperate! As preparation, you should refer back to the job advert and also listen carefully during the interview, to make sure your answer meets the needs of the "buyer" (the interviewer).

Interview Question 7: Why do you want to leave your current employer?

Interview Answer: State how you are looking for a new challenge, more responsibility, experience and a change of environment.

Can BW run without a SAP R/3 implementation?

Certainly. You can run BW without R/3 implementation. You can use pre-defined business content in BW using your non-SAP data. Here you simply need to map the transfer structures associated with BW data sources (Info Cubes, ODS tables) to the inbound data files or use 3rd part tool to connect your flat files and other data sources and load data in BW. Several third party ETL products such as Acta, Informatics, Data Stage and others will have been certified to load data in BW.

Different types of ERP?

SAP, BAAN, JD Edwards, Oracle Financials, Siebel, PeopleSoft. Among all the ERP’s most of the companies implemented or trying to implement SAP because of number of advantages aver other ERP packages.

What is SAP?

SAP is the name of the company founded in 1972 under the German name (Systems, Applications, and Products in Data Processing) is the leading ERP (Enterprise Resource Planning) software package.

Why do you usually choose to implement SAP?

There are number of technical reasons numbers of companies are planning to implement SAP. It’s highly configurable, highly secure data handling, min data redundancy, max data consistency; you can capitalize on economics of sales like purchasing, tight integration-cross function.

What is IDES?

International Demonstration and Education System. A sample application provided for faster learning and implementation.
What are WF and its importance?

Business Work Flow: Tool for automatic control and execution of cross-application processes. This involves coordinating the persons involved, the work steps required, and the data, which needs to be processed (business objects). The main advantage is reduction in throughput times and the costs involved in managing business processes. Transparency and quality are enhanced by its use.

What is SAP R/3?

A third generation set of highly integrated software modules that performs common business function based on multinational leading practice. Takes care of any enterprise In R/3 system all the three servers like presentation; application server and database server are located at different system.

What is the team size? Duration of the project.

Hardly the team of the SD will be 4 to 5 and entire team of the project will be around 20-24 (all modules like fi/co, SD, mm, pp, hr, QM, pm). If its big project, it will be around 40. Team size means the employees who you are working on sap r/3 implementation.

For the project completion it will take around 8-10 months to get into golive. After that, post implementation for 3 months. After that supporting it depends as project time line for every company is different.

Tell process of ticket flow from client side to you?

Normally tickets will come to the helpdesk which were sent by End-users thru client specific internal mail id, then we will take up the tickets and then access the production Server according to the ticket

How to close the backorders?

Through availability check and TOR you can close the back Order process.

Can any body explain the life cycles of SD & MM

1. Enquiry - Customer enquires about the Products services That was sold by a company - VA11

2. Quotation - Company Gives a Quotation for the products and Services to a Customer

3. Sales Order - Customer gives a Purchase order to the Company against which a Sales order will be raised to Customer in SAP.

4. Delivery (Picking, Packing, Post Goods Issue and Shipment)

->Company sends the material after picking it from Good own
And Packing it in a Handling Unit (box) and Issues the goods

5. Billing - Also Company bills to the customer for those Deliveries and in FI against this billing Accounting doc is Created.

MM Flow:

1. Purchase Requisition-> Staff in an organization places Purchase requisition for want of some goods/products - ME51

2. Request for Quotation (RFQ) -> The Purchase dept in the Organization calls/requests for the quotation for the Products against which PR (Purchase Request) was raised. - ME41

3. Vendor Evaluation->after receiving the RFQ's, after Comparison a Vendor is finalized based on the terms and
Conditions

4. Purchase Order (PO) -> Purchase order was issued to that Vendor asking him to supply the goods/products -ME21N

5. Goods Issue (GI) -> People receives their respective items For which they have placed the Requisitions

An order item with different shipping point copied into the sales deliveries? YES, BUT DELIVERY SPLIT WILL BE RESULTED.

Explain the business flow of an implementation project?

Project preparation
Business blue prints, Realization Support

What are incoterms? Where do we fix them? Where do you find in regular process? Incomers or international comm. terms and u find in CMR - Sales area Data - billing Tab.

What is the difference between PGI cancellation and returns order? PGI cancellation--- is done before the transportation of goods.

Return order--- means it’s already transported reached customer in requested date.

What is the difference between ERB and ERU account keys? Erb--- is the sales deduction account key used for rebate processing.

Eru--- is the accruals key used in pricing For rebate processing it is used for difference in sales Revenues.

**SD Overview**

The SAP sales and distribution is part of the logistics module that support your customers, starting from quotations, sales order and all the way towards billing the customer. It is tightly integrated with the MM and PP functional modules. It allows companies to input their customer sales price, check for open orders and forecast etc. The most important basic functional features in the sd module are:

- Pricing
- Availability Check
- Credit Management
- Material Determination
- Output Determination
- Text Processing
- Tax Determination
- Account Determination

**SD Configuration**

**Enterprise Structure:**
1. Edit, Copy, Delete, Check Company Code (T001)
Company is created by FI Consultant. The company code is an organizational unit used in accounting. It is used to structure the business organization from a financial accounting perspective.

IMG -> Enterprise Structure -> Definition -> Financial Accounting -> Define, copy, delete, check Company Code

2. Define Credit Control Area (T014)
Company is created by FI Consultant. The credit control area is an organizational unit that specifies and checks a credit limit for customers. A credit control area can include one or more company codes. It is not possible to assign a company code to more than one control area. Within a credit control area, the credit limits must be specified in the same currency.

IMG -> Enterprise Structure -> Definition -> Financial Accounting -> Define Credit Control Area

3. Maintaining Sales Organization (TVKO)
Sales Organization is an organizational unit responsible for the sale of certain products or services.

IMG -> Enterprise Structure -> Definition -> Sales and Distribution -> Define, copy, delete, check Sales organization

4. Assigning Sales Organization to Company Code (TVKO~BUKRS)
This assignment ensures all the sales made through this Sales Organization are accounted for in the assigned Company Code (Company Code is created by FI Consultant).

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Assign Sales Organization to Company Code

5. Maintaining Distribution Channel (TVTW)
Distribution Channel is the way, in which Products or Services reach Customers.

IMG -> Enterprise Structure -> Definition -> Sales and Distribution -> Define, copy, delete, check distribution channel

6. Assigning Distribution Channel to Sales Organization (TVKOV)
This assignment ensures a Sales Organization can supply Materials to Customers through this Distribution Channel.

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Assign distribution channel to sales organization

7. Maintaining Division (TSPA)
Division is a way of grouping materials, products, or services.

IMG -> Enterprise Structure -> Definition -> Logistics - General -> Define, copy, delete, check division

8. Assigning Division to Sales Organization (TVKOS)

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Assign division to sales organization

9. Setting up Sales Area (TVTA)
All the sales are made from a particular sales Area. For creating a Sales Order Sales Area is compulsory.

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Set up sales area

10. Maintain sales office (TVBUR)
you define the sales offices in your company. The definition of sales offices is optional. For each sales office, you can determine the printer for output based on the sales documents in different ways.

IMG -> Enterprise Structure -> Definition -> Sales and Distribution -> Maintain Sales Office

11. Assign sales office to sales area (TVKBZ)

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Assign sales Office to Sales Area

12. Assign sales group to sales office (TVBVK)
you can assign as many sales groups as desired to the sales offices. Any one sales group can belong to several sales offices.

IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Assign sales group to sales office

13. Define Shipping Points (TVST)
Shipping Point is the Organizational element, which is responsible for shipping the Materials to the Customers.
14. Define, copy, delete, check shipping point (T001W)
Plant is created by MM Consultant.
15. Assigning Shipping Point to Plant (TVSWZ)
This assignment ensures that goods from different Plant can be dispatched from different Shipping Points.
16. Assigning Sales Organization-Distribution Channel-Plant (TVKWZ)
Plant is created by MM Consultant.

**SD Transaction Codes**

**Customer**
- XD01 Create Customer (Centrally)
- XD02 Change Customer (Centrally)
- XD03 Display Customer (Centrally)
- XD05 Block customer (centrally)
- XD07 Change Customer Account Group
- XDN1 Maintain Number Ranges (Customer)

**Sales Order**
- VA01 Create Sales Order
- VA02 Change Sales Order
- VA03 Display Sales Order
- VA05 List of Sales Orders

**Inquiry**
- VA11 Create Inquiry
- VA12 Change Inquiry
- VA13 Display Inquiry
- VA15 Inquiries List

**Quotation**
- VA21 Create Quotation
- VA22 Change Quotation
- VA23 Display Quotation
- VA25 Quotations List
Contract
VA41 Create Contract
VA42 Change Contract
VA43 Display Contract
VA45 List of Contracts

Item Proposal
VA51 Create Item Proposal
VA52 Change Item Proposal
VA53 Display Item Proposal
VA55 List of Item Proposal

Delivery (Outbound)
VL01 Create Delivery
VL01N Create Outbound Dlv. with Order Ref.
VL02N Change Outbound Delivery
VL03 Display Outbound Delivery
VL09 Cancel Goods Issue for Delivery Note

Customer management
FD32 Change Customer Credit Management
FD33 Display Customer Credit Management

Pricing
V/03 Create Condition Table (SD Price)
V/04 Change Condition Table (Sales pr.)
V/05 Display Condition Table: (Sales Pr.)
V/06 Condition Categories: SD Pricing
V/07 Maintain Access (Sales Price)
V/08 Conditions: Procedure for A V
V/09 Condition Types: Account Determine.
V/10 Account Determination: Access Seque
V/12 Account Determination: Create Table
V/13 Account Determination: Change Table
V/14 Account Determination: Display Table
**SD Tables**

**Sales Document**
- VBAK Sales Document - Header Data
- VBAP Sales Document - Item Data
- VBEP Sales Document Schedule Line

**Can u give some master data in MM and SD.?**

Master Data MM: Material Master, Info Records, Source List, Vendor Master.

Master Data SD: Customer Master, Condition Records, Metrical Determination, Item Proposal

**What is ERP and SAP? And why implementing SAP in an organization? Explain the special features of SAP over other ERPs?**

**ERP**— ERP is a package with the techniques and concept for the integrated management of business as a whole enterprise. ERP is software designed for basic process of company software.

**SAP**— SAP is an enterprise information and management package in word wide use of this package it makes possible to track and manage. Is an ERP package. SAP can be fit it any language. Using of sap means there is no need to maintain SAP is able to integrate all functional organizational units.

SAP are usually use because SAP there are no. of technical reasons no. of company are planning to implementation Sap highly configurable, secure data, minimum redundancy, maximum consistency.

**Why you are looking to change your job?**

Basically I look forward to this job as good career Move. Moreover I think I can do better with more Responsibilities and at higher level.

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**TROUBLE TICKET**

I have created the outbound delivery and have done PGI & made factory invoice but when I try to make the final invoice, it is not allowing to make the final invoice's system is showing the error "Delivery type ZINC cannot be invoiced with billing type F2 ".

Just go to sales Document Type (VOV8), Check for Sales Order - > Delivery Type -> Billing type assignment and correct accordingly.

While creating material stock, I am getting an error “Posting Period 2003 to 2007 open".

This error behind the reason 1 you’re system is not stole that period

What should you do if the ship to party & all other partner functions are not being determined at the time of sales order creation?

The net price is zero. Can any body tell what the problem would be?

Because we not maintain the base price of material. So that we use vk11 for base price.

*WHEN U CREATING THE DELIVERY, THE SYSTEM SHOWS LIKE "NO ZERO EA MATERIAL <XX> AVAILABLE". HOW TO RECTIFY?*

The system is giving error because material is not available in plant so check the material mb1c.

*WHEN I CREATING THE SALES ORDER THE SYSTEM SHOW ERROR "NO CUSTOMER MASTER RECORD EXIST FOR SOLD TO PARTY". HOW TO RECTIFY IT?*

Because that customer is not create that sales area