



SAP SYSTEMS TRAINING

SAP SD: Sales and Distribution Management

3 day course

Classroom, online or in-house

Course overview

Sales operations teams need a system view of the order to cash cycle to avoid billing errors and delivery delays, and most of those errors originate in condition records and master data set up long before the order was taken. This course covers the whole cycle. Delegates work through the organisational structure and customer master data that determine what is possible on an order, pricing procedures and condition technique, which is where the price on an invoice actually comes from. Sales order processing, availability check and delivery follow. Picking, packing and goods issue are covered, along with the accounting each posting creates. Billing, credit management and the blocks that stop an order are addressed. The course closes on returns, credit notes and reporting across the cycle.

What you will learn

- Relate organisational structure and customer master to what an order allows
- Explain where an invoice price comes from through condition technique
- Process sales orders including availability check
- Run delivery, picking, packing and goods issue
- Interpret the accounting postings each step creates
- Manage billing, credit blocks and the reasons an order stops
- Handle returns and credit notes, and report across the cycle

Who should attend

- Sales administrators and order management staff
- Customer service and billing officers
- Distribution and logistics coordinators
- SAP SD end users and key users
- Commercial managers overseeing revenue processes

Course outline

- 01 Errors that begin before the order
- 02 Organisational structure and customer master
- 03 Pricing procedures and condition technique
- 04 Sales order processing
- 05 Availability check and delivery
- 06 Picking, packing and goods issue
- 07 Billing and accounting postings
- 08 Credit blocks, returns and reporting

Upcoming dates

Dates	Venue	Format	Fee per delegate
21 to 23 September 2026	Kigali, Rwanda	Classroom	USD 995
14 to 16 December 2026	Port Louis, Mauritius	Classroom	USD 995
4 to 6 January 2027	Cape Town, South Africa	Classroom	R14,950
10 to 12 February 2027	Online	Online	R6,500



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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