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**This tutorial explains SAP SD Configuration Step by  
Step Guide which includes topics such as Creating  
Sales Relevent Organisation Units, Assigning  
Organisational Units, Creating Master Data, Sales Order  
Creation and Understanding the sales order. TABLE OF  
CONTENTS. CREATING SALES RELEVANT ORGN**

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## **UNITS. STEP 1: Creating Sales Organization**

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**SAP SD Configuration Guide This document contains important configuration details of the SD module to enable the application system administrator(s) / authorized users in maintaining the SAP system. As part of business process mapping following configuration has been carried out in this guide:**

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**business process. Since SAP version 3, the “Reference Implementation Guide” (IMG) for R/3 customizing has been available. Until this version, customizing had to be done in the menu paths of the system with considerably more hassle. This IMG screen is the backbone for SAP and the entries placed in it determine how the system functions.**

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**Definition and configuration of sales document type can**  
**be divided in three parts 1. Definition of Sales document**  
**type itself (with key e.g. QT etc.) 2. Definition of**

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**additional sales functions (like number ranges etc.) 3. Configuration for general SD functions (like pricing etc.) We will study the configuration of SAP provided sales**

### **OVER VIEW OF SAP SD Configuration Pack**

**SAP SD 2 SAP SD – Organizational Structure SAP provides many components to complete SAP Sales and Distribution organizational structure like Sales Areas, Distribution Channels, Divisions, etc.**

**SAP SD - [tutorialspoint.com](http://tutorialspoint.com)**

**SAP Implementation Guide: Customizing of SAP software to adjust to the workings of your organization is done through the Implementation Guide commonly**



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**known as IMG. IMG is where the Enterprise Structure is defined and maintained along with the other settings required for the functioning of the SAP software for the client implementing SAP.**

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**SD Configuration: Enterprise Structure: 1. Maintaining Sales Organization. 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. 2. Assigning Sales Organization to Company Code**

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**SD Complete Configuration Guide/Material - SAP Q&A  
SD Links to MM tables MARC Plant data for material  
MVKE Sales data for material MBEW Material Valuation  
MARD Storage Location data for Material T179 Materials:  
product hierarchy MLAN Tax classification for material  
MAKT material description MARA General material data  
MARM Units of measure of material MTART – Material  
Types SAP SD Structures**

**SAP SD configuration: SAP Tables SD tables  
EDI Configuration guide Electronic Data Interchange  
(EDI) is about doing business and carrying out  
transactions with your trading partners  
electronically.EDI covers most things that are**

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**traditionally done using paper-based communication, for example placing orders with suppliers and carrying out financial transactions.**

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SAP SD (Sales and Distribution) Tutorial. This tutorial explains SAP SD Configuration Step by Step Guide which includes topics such as Creating Sales Relevant Organisation Units, Assigning Organisational Units, Creating Master Data, Sales Order Creation and Understanding the sales.**

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No. 1 Introduction 2 2 Introduction to SAP 6 3 Enterprise  
structure 10 4 Master data 24 5 Customer master data 28  
6 Material master 41 7 General business process 63 8  
Sales documents 71 9 Item categories for sales  
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**20-year SAP veteran Ricardo Lopez is a PMP project manager with an SD certification from SAP America.**

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**Ashish Mohapatra has worked with SAP software for 15 years. As team leader and assistant project manager for implementation projects, he has developed a thorough understanding of the Sales and Distribution functionality in SAP ERP and ...**

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**This tutorial explains SAP SD Configuration Step by**



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**Step Guide which includes topics such as Creating Sales Relevent Organisation Units, Assigning Organisational Units, Creating Master Data, Sales Order Creation and Understanding the sales order. TABLE OF CONTENTS. CREATING SALES RELEVANT ORGN UNITS. STEP 1: Creating Sales Organization**

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**functions.**

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**Definition and configuration of sales document type can be divided in three parts 1. Definition of Sales document type itself (with key e.g. QT etc.) 2. Definition of additional sales functions (like number ranges etc.) 3. Configuration for general SD functions (like pricing etc.) We will study the configuration of SAP provided sales**

**OVER VIEW OF SAP SD Configuration Pack**

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**SD Complete Configuration Guide/Material - SAP Q&A  
SD Links to MM tables MARC Plant data for material  
MVKE Sales data for material MBEW Material Valuation  
MARD Storage Location data for Material T179 Materials:  
product hierarchy MLAN Tax classification for material  
MAKT material description MARA General material data  
MARM Units of measure of material MTART – Material  
Types SAP SD Structures**

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EDI Configuration guide Electronic Data Interchange (EDI) is about doing business and carrying out transactions with your trading partners electronically.EDI covers most things that are traditionally done using paper-based communication, for example placing orders with suppliers and carrying out financial transactions.**

**SAP SD configuration: EDI Configuration guide  
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**20-year SAP veteran Ricardo Lopez is a PMP project manager with an SD certification from SAP America. Ashish Mohapatra has worked with SAP software for 15 years. As team leader and assistant project manager for implementation projects, he has developed a thorough understanding of the Sales and Distribution functionality in SAP ERP and ...**