

SAP MODULE PROGRAMME · BENGALURU & LIVE
ONLINE

SAP SD

Sales and Distribution

Order to cash: quote, order, delivery, invoice, money in.

2 months around 50 hours**24x7** S/4HANA server access**Live project** end to end**Weekday or weekend** online or offline

What SAP is

SAP is the software large companies run their business on. Every purchase, sale, payment, stock movement and payroll entry is recorded in one system, so finance, stores, production and sales all read the same live numbers. S/4HANA is its current generation.

What SD does

SAP SD runs the revenue side. It handles customers, price determination, sales orders, availability checks, deliveries out of the warehouse, invoicing and credit control. When a customer order is entered anywhere in the world, SD decides what is promised, at what price, from which plant, and what the invoice says.

Why people learn SAP



Global demand

SAP professionals are hired across every major market, not only in India.



Used across every industry

Manufacturing, pharma, auto, FMCG, energy, retail, healthcare and services.



Roles that pay for the skill

SAP work sits with enterprise budgets, and employers price the skill accordingly.



A defined career ladder

End user, support consultant, implementation consultant, then lead or architect.

A day in the job

- Configure a new pricing condition so one customer group gets a fixed discount
- Work out why an order is not confirming stock (availability check settings)
- Set up the billing and revenue account determination for a new sales channel

Who this suits

BBA, B.Com, any graduate

MBA Marketing or Sales

Inside sales and customer service staff

Order management and billing executives

Business development and channel sales

Where it takes you

SAP SD Consultant

Order Management Analyst

Sales Operations Analyst

Customer Service Executive (SAP)

SAP Functional Consultant (SD)

Why SAP, and not the alternatives

The alternatives: Salesforce and Oracle CX handle the selling and the pipeline. Microsoft Dynamics 365 Sales does the same. None of them post the invoice into the ledger or check plant stock without an interface.

SD is order-to-cash inside the ERP. The order checks real stock, the delivery reduces real inventory, the invoice posts to the real ledger, all in one system. A CRM is a front end. SD is where the revenue is actually recorded.

Why people pick SAP for a career

- **Where the jobs actually are.** In India, SAP is the default ERP in manufacturing, auto, pharma, FMCG, energy and the MNC captive centres. Openings for a skill follow install base, and SAP's is the largest at the enterprise end.
- **The skill travels.** SAP runs the same way at a plant in Pune and at one in Poland. A configuration skill learned once is portable across employers and countries. Smaller ERPs lock you into a small pool of employers.
- **One system, one set of numbers.** SAP is genuinely integrated. A goods receipt posts the accounting entry itself. Rival stacks often bolt separate products together, and the consultant spends life on interfaces.
- **A migration wave is running now.** SAP has said mainstream maintenance for the older ECC generation ends in 2027, with an extended option to 2030. Thousands of companies have to move to S/4HANA before that. Migration projects need consultants in every module.

Mapped to the SAP associate certification syllabus

Every block below is a course in SAP's own learning journey for the associate exam. The code is SAP's course code, so you can check the scope against SAP's site yourself.

Sales essentials Exploring SAP S/4HANA Sales essentials

- The order-to-cash cycle end to end and its document flow
- Enterprise structure: sales organisation, distribution channel, division, sales area
- Business partner and customer master data, customer-material info records

Fundamental customising Fundamental customising in SAP S/4HANA Sales

- Sales document types, item categories and schedule line categories
- Copy control between documents
- Incompletion procedures
- Partner determination and text control

Availability Performing the availability check

- Availability check and transfer of requirements
- Delivery scheduling and backward and forward scheduling
- Advanced ATP in S/4HANA

Outline agreements Defining outline agreements in Sales

- Quantity and value contracts, scheduling agreements
- Contract release orders and call-offs

Certification syllabus, continued

Delivery Configuring delivery processing

- Delivery document types and item categories
- Picking, packing, handling units and post goods issue
- Shipping point determination and route determination

Billing Configuring billing

- Billing document types, collective and split billing
- Credit and debit memos, returns and rebates
- Revenue account determination and the link to Financial Accounting
- Billing plans and periodic billing

Pricing Configuring pricing and output

- Condition technique: condition tables, access sequences, condition types
- Pricing procedure determination, and manual versus automatic conditions
- Free goods, discounts and surcharges
- Output control in S/4HANA

S4C03 Implementing SAP S/4HANA Cloud Private Edition

- S/4HANA scope, deployment options and the HANA architecture
- What changed in SD under S/4HANA: Business Partner, credit management in FSCM
- Fiori launchpad, apps and embedded analytics
- RISE with SAP methodology and the implementation phases

EXTRA Beyond the exam, because the job needs it

- Indian GST on sales: tax determination, invoice output and e-invoicing awareness
- The transactions order desks actually use: VA01, VL01N, VF01, VA05
- How a pricing or credit block gets escalated and fixed in a real support queue
- An end-to-end live project, documented, so you have something to show

The certification you are training towards

One associate certification covers SD. Details below come from SAP's own certification pages, checked on 11 August 2026. SAP can change them, so we confirm the current position when you register.

The new format suits how we teach. SAP assesses you in a live system now, not only on multiple-choice questions. That is exactly how you learn here: you configure it yourself, on your own S/4HANA login, every week.

C_TS462

SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales

Level Associate, entry-level consultant qualification

Format New format: one activity, a system-based assessment

Score 82% cut score, in English. The highest bar of the S/4HANA module exams, so practice hours matter here

Validity Valid 12 months, extendable by assessment

What it proves you can do

- Execute and manage the fundamental sales processes
- Set up enterprise structures, sales document types and item categories
- Configure business partner and customer master data
- Handle delivery scheduling, availability check, delivery rules, billing and pricing

SAP learning journey: Implementing Sales in SAP S/4HANA Cloud Private Edition, 79 hours or more

How we get you there

Straight answer on scope. The Sales exam has an 82% cut score, the highest of the S/4HANA module exams, and SAP's own journey is 79 hours or more. Ours is around 50 taught hours on the same topic areas, so the practice you do on your own 24x7 server login between classes is what decides this one. We prepare you and help you register; the exam is set, run and priced by SAP.

What makes us different

- **Trainers who are still on projects.** You are taught by people working on live SAP projects, not by full-time lecturers reading a manual. When you ask what happens at go-live, you get an answer from someone who was there last month.
- **24x7 S/4HANA server access.** Your own login on a real S/4HANA system. Practise at 6 am or at midnight, from home. Nothing is a screenshot. You do it yourself, on the real thing.
- **Doubts answered outside class.** Evenings, weekends, and between batches. You send the screenshot of the error and you get an answer, instead of waiting a week for the next class.
- **Flexible batches, online or offline.** Weekday and weekend batches, morning or evening. Learn from home or come to the centre in Hebbal, Bengaluru. Working professionals do not have to take leave.
- **A real end-to-end project.** You build the process from scratch on a live system and document it, so you have something to talk about in an interview instead of theory.
- **Certification handled properly.** We prepare you for the official SAP certification exam and help you with the booking. We are also straight with you: our completion certificate is a TGS certificate. Only SAP issues an SAP certification, and we will never blur that line.
- **Interview preparation that is specific.** Your CV rewritten the way screening software and recruiters actually read it, your LinkedIn rebuilt, and mock interviews on your own module with the questions that really get asked.
- **Job support with no fee to you.** We share profiles with employers and recruiters we talk to, and we keep working with you after the course ends. We never charge a candidate a placement fee. We also never promise a job, because nobody honestly can.
- **Help after you are hired.** New in the role and stuck on a live issue? Project support hours exist for exactly that, so your first months do not go badly.
- **Try before you commit.** A free consultation on which module fits you, and a 2-day foundation workshop before you commit to the full programme. Instalment options are available.

How the training runs

- 01 Profiling and roadmap**
We look at your background and your goal, and build the learning path around them before you pay for anything.
- 02 Core SAP concepts**
The fundamentals, explained with real business context, not definitions to memorise.
- 03 Hands-on configuration**
You configure real business scenarios yourself, step by step, on a live S/4HANA system.
- 04 Live project**
An end-to-end project that behaves like a real implementation, so you have something concrete to talk about.
- 05 Interview and placement support**
CV, LinkedIn, mock interviews on your module, and your profile put in front of employers we talk to.



What is included

- Around 50 hours of live, mentor-led training (weekday or weekend batch)
- 24x7 S/4HANA server access with your own login, so you practise from home
- End-to-end live project on real business scenarios, not slide theory
- Doubt support outside class hours, including evenings and weekends
- Configuration notes and step documents you keep after the course
- CV rewritten the way screening software and recruiters actually read it
- LinkedIn profile rewrite, step by step
- Mock interviews on your module, with the questions that actually get asked
- Guidance and booking help for the official SAP certification exam
- Online or offline (Hebbal, Bengaluru), and you can switch mode

Programmes

Programme

Foundation Workshop

2-day SAP introduction. Try before you commit.

Flagship Module Training MOST POPULAR

2 months, around 50 hours, live projects, career support.

1:1 Private Track

Private pace, fully personalised mentoring.

SAP Project Support

Already on a live SAP project? On-demand expert help, charged by the hour, with a discounted block of hours available.

Fees and instalment options are confirmed on a call, because the right programme depends on your background. Message us and we will send them the same day.

Certification

You are training towards the SAP associate certification C_TS462, covered earlier in this brochure. We prepare you against SAP's current syllabus and help you register. The exam is set, run and priced by SAP, and is separate from the course fee.

Talk to us before you decide

Free consultation on which module fits your background.
Or start with the 2-day foundation workshop.

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