

## **SAP SD INTERVIEW QUESTIONS**

- What are the components of Sales & Distribution module
- Tell me about the SD organizational structure
- What is a credit memo
- What are the different standard pricing condition types
- What is the transaction code for Modify a Customer
- How to create a condition type
- What is the role of Access Sequence in pricing condition types
- What are the standard pricing elements in Sales Order processing
- What is the transaction code for Maintaining pricing procedure
- What is incoterms
- What are the Prerequisites for Automatic Pricing
- How to add Pricing Elements Manually
- What is the transaction code for Creating a Quotation
- Tell me about Pricing analysis
- What is the use and Purpose of Condition Records
- What is the transaction code used for creating a condition
- What Happens When condition record Validity Periods Overlap?
- How to create Promotions and Sales Deals
- What is the transaction code for Schedule line categories
- What is the role of release status for condition records
- What are the different methods to do Sales Order Costing
- How do you create your own pricing reports in SD
- What is the role of Sales Support component
- tell me about "Post Goods issue"
- What are the transaction codes to display customer & vendor invoices

- **What are the Basic Functions Within Sales Order Processing**
- **Tell in in detail about "Status overview" about Sales Documents**
- **When do you perform an Account Determination Analysis**
- **When do you perform a Split Analysis**
- **What is Sales Information System**
- **What is the transaction code for Defining a Sales documents type**

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