



Atric
AbhiTriX Consultancy

Interview Questions (Beginner to Advanced)
SAP Sales & Distribution (SD)

Contact Details:

☎ +91 7266863850

✉ info@atric.in

🌐 www.atric.in

Beginner Level

1. What is SAP SD, and how does it integrate with other SAP modules?
2. Explain the organizational structure in SAP SD (sales organization, distribution channel, division).
3. What is a sales area? Why is it important?
4. Define customer master data. What are its main components?
5. What is the difference between one-time customer and regular customer master?
6. Explain the difference between inquiry, quotation, and sales order.
7. What is a material master record in SD?
8. What are condition types in pricing? Give examples.
9. How do you create a standard sales order in SAP (transaction code)?
10. What is the difference between delivery document and billing document?

Intermediate Level

1. Explain the sales document types in SAP SD.
2. What is a copy control in SD? Where do we use it?
3. How does the availability check work in SD?
4. What is the difference between ATP (Available-to-Promise) and Backorder processing?
5. Explain item categories and schedule line categories in SD.
6. What are incompleteness logs? How are they useful?
7. How is pricing determined in SAP SD? Explain condition technique.
8. What is a partner function? Give examples.
9. What is credit management in SD?
10. Explain the integration points of SD with FI and MM.

Advanced Level

1. What is the difference between delivery-related billing and order-related billing?
2. Explain how rebates are handled in SAP SD.
3. What is an output determination procedure? How does it work in SD?
4. How do you configure free goods in SAP SD?
5. What is a sales BOM (Bill of Material)?
6. Explain Third-Party Sales Order processing.
7. What is Intercompany Sales in SAP SD?
8. How is Revenue Account Determination configured in SD?
9. What is SAP SD CIN (Country India Version)? How is it relevant for Indian GST?
10. Explain user exits and routines in SAP SD with examples.
11. What are the latest changes in SAP S/4HANA SD compared to ECC?
12. Explain how you would handle a scenario where pricing is not getting picked up correctly in a sales order.
13. What is SAP SD Fiori? Which apps are most relevant?
14. What are Advanced ATP (aATP) features in S/4HANA?
15. Describe a real-time business case where you resolved a critical issue in Order-to-Cash (OTC) cycle.