

## Define Sales Area in SAP

In this SAP SD tutorials, you will learn how to create sales area in SAP step by step. In our previous training we have learned how to [define divisions in SAP](#).

### What is Sales Area in SAP?

In [SAP](#), Sales area is a combination of three organizational units i.e. [Sales organization](#), [Distribution channel](#) and [Division](#). The sales area represents the basic sales process of company and uses to maintain master data, to configure the documents to process documents(by customers) and generate reports.

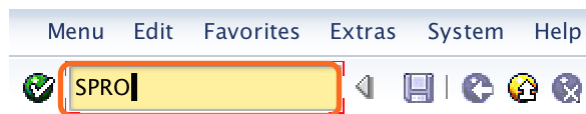
**Note:** – We need to select a sales area for every sales transaction in SAP.

### Sales Area SAP Implementation process

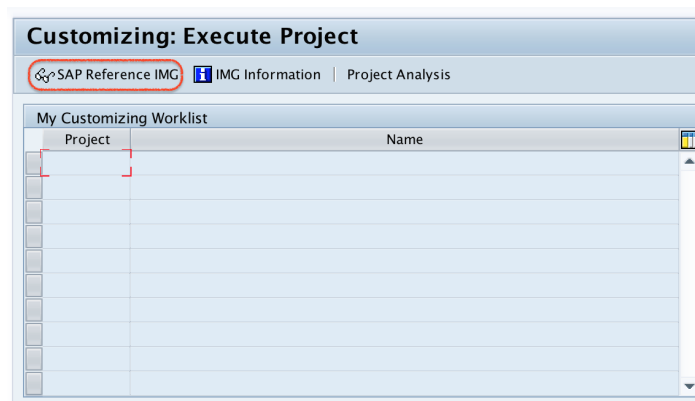
You can set up a sales area in SAP by using the following navigation method.

- Path: – [SPRO](#) -> IMG -> Enterprise Structure -> Assignment -> Sales and Distribution -> Set up sales area.

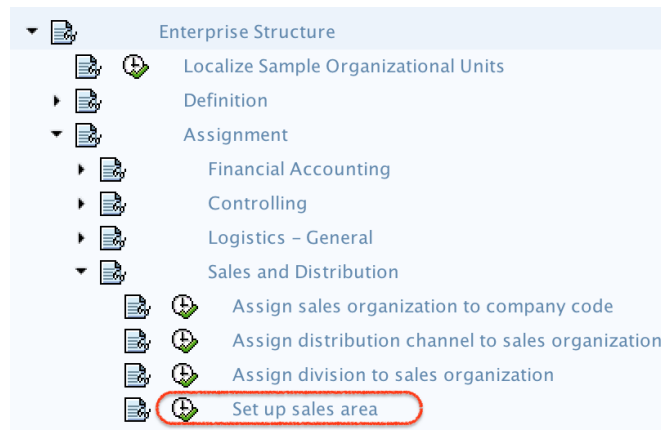
**Step 1)** Enter T-code “SPRO” in command field as shown below and execute.



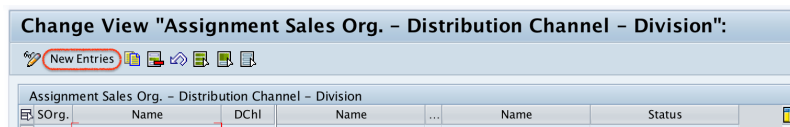
**Step 2)** Choose “[SAP Reference IMG](#)” on choose execute project.



**Step 3)** On display IMG screen, follow the menu path and double click on set up sales area.



**Step 4)** On change view Assignment sales organization, distribution channel and division, click on new entries to define new sales area as per company requirements.



**Step 5)** On new entries sales area screen, update the following details.

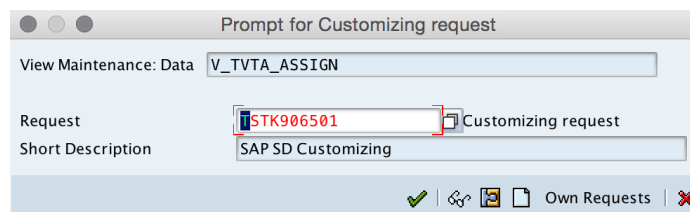
1. SOrg: – Update the **Sales Organization** key for assignment.
2. DChl: – Update the **distribution channel** for assignment.
3. DV: – Update the **division** key for assignment.

The screenshot shows the 'New Entries: Overview of Added Entries' window. It contains a table with the following data:

SOrg.	Name	DChl	Name	DV	Name
TKS0	TK Sales Org India	21	Wholesale	4D	Accessories
TKS0	TK Sales Org India	24	Online	2D	IT Services
TKS0	TK Sales Org India	20	Cash Sales	3D	Software
TKS0	TK Sales Org India	20	Cash Sales	4D	Accessories
TKS0	TK Sales Org India	24	Online	3D	Software

The table is circled in red. There are checkboxes in the first and last columns of the data rows.

After updating the details of sales area, click on save button and choose customizing request, save the configured data.



Successfully we have defined new sales area in SAP systems.

↳ SAP SD - Define Sales Organization

↳ SAP SD - Define Distribution Channel

↳ SSAP SD - AP SD - Define Division

↳ SAP SD - Maintain Sales office

↳ SAP SD - Define Sales Group

↳ SAP SD - Define Sales Area

↳ SAP SD - Define Company Code

↳ SAP SD - Define Shipping Point

## SAP SD - Assignment of Organizational Units

↳ SAP SD - Assigning a Sales Organization to a Company Code

↳ Assigning a Distribution Channel to a Company Code

↳ SAP SD - Assigning a Division to a Sales Organization

↳ SAP SD - Assigning a Sales office to a Sales Area

↳ SAP SD - Assigning a Sales Group to a Sales Office

↳ SAP SD - Assigning a Sales Area to Credit Control Area

↳ SAP SD - Define sales area

## SAP SD Customer Master Data

↳ SAP SD - Create customer account groups

↳ SAP SD - Maintain number ranges for customer account groups

↳ SAP SD - Assign number ranges to customer account groups

↳ SAP SD - Define tolerance group for Customers

↳ SAP SD - Create sundry debtors accounts

↳ SAP SD - Partner determination procedures

↳ SAP SD - Create Customer Master Record

## SAP SD Pricing & Tax Determination

↳ SAP SD - What is pricing

↳ SAP SD - Maintain condition tables

↳ SAP SD - Maintain access sequences

↳ SAP SD - Maintain condition types

↳ SAP SD - Maintain pricing procedure

↳ SAP SD - Define pricing procedure determination

## SAP SD Sales Documents

↳ SAP SD - Define order reasons

‡ SAP SD - Define purchase order types

‡ SAP SD - Define item categories

‡ SAP SD - Assign item categories

‡ SAP SD - Define item category groups

‡ SAP SD - Define schedule line categories

‡ SAP SD - Assign schedule line categories

‡ SAP SD - Define sales document type

## SAP SD - Billing process

## SAP SD - Credit and Risk Management

‡ SAP SD - Maintain credit control area

‡ SAP SD - Assign credit control area to company code

‡ SAP SD - Define risk categories

‡ SAP SD - Define credit groups

‡ SAP SD - Assign sales documents & delivery documents

‡ SAP SD - Credit limit for customers

## SAP SD - Reports and Analysis

## SAP TCodes

‡ SAP TCodes

‡ SAP SD TCodes