Business Processes in SAP S/4HANA Sales

Course code: S4600

In this course, you will learn about the fundamental business processes in SAP S/4HANA Sales, including how to perform the most important functions from presales to receipt of customer payment. You will also learn about the key master data in this area.The course also touches on integration with the areas of materials management, manufacturing (make-to-order process) and financial accounting. Course based on software release: SAP S/4HANA 2022 FPS00.

Affiliate	Duration	Course price	ITB
Praha	4	52 900 Kč	0

The prices are without VAT.

Course terms

Date	Duration	Course price	Type	Course language	Location

The prices are without VAT.

Who is the course for

- Application Consultant
- Business Process Owner / Team Lead / Power User
- Program/Project Manager
- User

What we teach you

This course will prepare you to:

- Navigate in SAP S/4HANA using the SAP Fiori Launchpad
- Maintain master data for sales processes
- Execute sales processes
- Describe features relevant during the sales process (e.g. availability check)
- Handle customer complaints
- Utilize reporting functions in sales

Required skills

Essential

- Basic business knowledge of processes in sales

Recommended

- S4H00 - SAP S/4HANA Overview course

Course outline

- Navigation with SAP Fiori
- Identifying Key Features of SAP Fiori
- Enterprise Structures
- Identifying Enterprise Structures in SAP S/4HANA Sales
- Overview of Sales Processes
- Executing SAP S/4HANA Sales Processes
- Processing Sales Documents
- Processing Outbound Deliveries
- Shipping Goods
- Processing Billing Documents
- Master Data

- Maintaining Business Partner Master Data
- Maintaining Material Master Data
- Maintaining Customer-Material Info Records
- Maintaining Condition Master Data for Pricing
- Explaining Additional Master Data Topics
- Automatic Data Determination and Scheduling
- Analyzing the Results of Automatic Data Determination
- Analyzing the Results of Delivery and Transportation Scheduling
- Availability Check
- Performing an Availability Check – Basics
- Performing an Availability Check - Further Topics
- Collective Processing
- Executing Collective Processing
- Additional Processes in Sales
- Using Presales Documents
- Executing Make-to-Order Production
- Selling Service Products
- Complaints Processing
- Creating Credit Memo Requests
- Cancelling Billing Documents
- Creating Returns
- Monitoring and Sales Analytics
- Utilizing the Sales Order Fulfilment App
- Using Analytical Apps

What you need to know

- This course focuses on sales business processes and is suitable for participants who do not know the sales processes. This course covers the functions in sales processing in SAP S/4HANA. This course does not focus on sales and distribution customization. For those who already know the sales processes in SAP ERP, the delta training course S4SD1 or is more applicable. For those who are interested in learning customization, the S4605 course (sales processes in SAP S/4 HANA) is more applicable.