

# SAP S/4HANA Sales - Functions and Innovations

Course code: S4SD1

In this course, participants familiar with Sales in SAP ERP 6.0 will be introduced to the features and functionality provided by SAP S/4HANA in this area. Analytical features for Sales in SAP S/4HANA are also discussed. Course based on software release: SAP S/4HANA 2022.

Affiliate	Duration	Course price	ITB
Praha	2	26 450 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 Analyst
- Business Process Architect
- Business Process Owner / Team Lead / Power User

## What we teach you

This course will prepare you to:

- Understand, explain and work with SAP S/4HANA Sales
- Describe the changes in billing functionality compared to SAP ERP
- Execute order-to-cash processes in SAP S/4HANA using the SAP Fiori Launchpad
- Work with the analytical features in SAP S/4HANA Sales

## Required skills

### Essential

- Knowledge about sales (and billing) functionality in SAP ERP

### Recommended

- S4H01

## Course outline

- Identifying innovations in SAP S/4HANA Sales
- Learning about SAP S/4HANA and about SAP S/4HANA Sales
- Getting familiar with some first innovations in SAP S/4HANA Sales
- Working with business roles and catalogs for SAP S/4HANA Sales
- Introducing SAP Fiori

**GOPAS Praha**  
Kodaňská 1441/46  
101 00 Praha 10  
Tel.: +420 234 064 900-3  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Brno**  
Nové sady 996/25  
602 00 Brno  
Tel.: +420 542 422 111  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Bratislava**  
Dr. Vladimíra Clementisa 10  
Bratislava, 821 02  
Tel.: +421 248 282 701-2  
[info@gopas.sk](mailto:info@gopas.sk)



Copyright © 2020 GOPAS, a.s.,  
All rights reserved

# SAP S/4HANA Sales - Functions and Innovations

- Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales
- Understanding the structure behind the SAP Fiori launchpad
- Using the simplification item catalog for SAP S/4HANA
- Using the simplification item catalog
- Understanding data model simplifications in SAP S/4HANA
- Working with the business partner approach
- Understanding Sales Order and Contract Management in SAP S/4HANA
- Working with advanced Available-To-Promise (aATP) in SAP S/4HANA
- Executing a standard sales from stock process
- Working with SAP Credit Management
- Working with settlement management
- Managing customer returns
- Using workflow functionality in SAP S/4HANA Sales
- Understanding the advanced intercompany sales and stock transfer process
- Working with billing functionality in SAP S/4HANA
- Understanding billing functionality in SAP S/4HANA
- Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales
- Identifying OData APIs for billing documents
- Working with preliminary billing documents
- Using the analytical features in SAP S/4HANA Sales
- Getting an overview of the analytical features of SAP S/4HANA Sales

**GOPAS Praha**  
Kodaňská 1441/46  
101 00 Praha 10  
Tel.: +420 234 064 900-3  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Brno**  
Nové sady 996/25  
602 00 Brno  
Tel.: +420 542 422 111  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Bratislava**  
Dr. Vladimíra Clementisa 10  
Bratislava, 821 02  
Tel.: +421 248 282 701-2  
[info@gopas.sk](mailto:info@gopas.sk)

 **GOPAS®**  
Copyright © 2020 GOPAS, a.s.,  
All rights reserved

# SAP S/4HANA Sales - Functions and Innovations

- Using SAP Smart Business for sales order fulfillment
- SAP Fiori App: Track Sales Orders
- Sales Planning and Controlling
- Introducing sales examples for an intelligent enterprise
- Learning about an intelligent enterprise and SAP S/4HANA
- Getting familiar with the Business Technology Platform and its intelligent technologies
- Getting more information
- Learning more
- Identifying innovations in SAP S/4HANA Sales
- Learning about SAP S/4HANA and about SAP S/4HANA Sales
- Getting familiar with some first innovations in SAP S/4HANA Sales
- Working with business roles and catalogs for SAP S/4HANA Sales
- Introducing SAP Fiori
- Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales
- Understanding the structure behind the SAP Fiori launchpad
- Using the simplification item catalog for SAP S/4HANA
- Using the simplification item catalog
- Understanding data model simplifications in SAP S/4HANA
- Working with the business partner approach
- Understanding Sales Order and Contract Management in SAP S/4HANA
- Working with advanced Available-To-Promise (aATP) in SAP S/4HANA

**GOPAS Praha**  
Kodaňská 1441/46  
101 00 Praha 10  
Tel.: +420 234 064 900-3  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Brno**  
Nové sady 996/25  
602 00 Brno  
Tel.: +420 542 422 111  
[info@gopas.cz](mailto:info@gopas.cz)

**GOPAS Bratislava**  
Dr. Vladimíra Clementisa 10  
Bratislava, 821 02  
Tel.: +421 248 282 701-2  
[info@gopas.sk](mailto:info@gopas.sk)

 **GOPAS**<sup>®</sup>  
Copyright © 2020 GOPAS, a.s.,  
All rights reserved

# SAP S/4HANA Sales - Functions and Innovations

- Executing a standard sales from stock process
- Working with SAP Credit Management
- Working with settlement management
- Managing customer returns
- Using workflow functionality in SAP S/4HANA Sales
- Understanding the advanced intercompany sales and stock transfer process
- Working with billing functionality in SAP S/4HANA
- Understanding billing functionality in SAP S/4HANA
- Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales
- Identifying OData APIs for billing documents
- Working with preliminary billing documents
- Using the analytical features in SAP S/4HANA Sales
- Getting an overview of the analytical features of SAP S/4HANA Sales
- Using SAP Smart Business for sales order fulfillment
- SAP Fiori App: Track Sales Orders
- Sales Planning and Controlling
- Introducing sales examples for an intelligent enterprise
- Learning about an intelligent enterprise and SAP S/4HANA
- Getting familiar with the Business Technology Platform and its intelligent technologies
- Getting more information
- Learning more