

SAP S/4HANA Sales – Functions and Innovations

PRZEZNACZENIE SZKOLENIA

This course is suitable for:

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

KORZYŚCI WYNIKAJĄCE Z UKOŃCZENIA SZKOLENIA

- This course will prepare you to:
 - Explain the features and functions of the S/4HANA innovation in Sales
 - Describe the relevant simplifications compared to SAP ECC
 - Execute sales processes using the Fiori Launchpad

OCZEKIWANE PRZYGOTOWANIE SŁUCHACZY

Knowledge about sales processes in SAP ERP

AGENDA SPOTKANIA

Sala szkoleniowa

- SAP S/4HANA Enterprise Management: Sales Innovations Overview
 - SAP S/4HANA Enterprise Management: Sales Innovations Overview
- Business Roles and Business Catalogs in Sales and Billing
 - Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales
- Simplifications in SAP S/4HANA Sales
 - Overview
 - Data Model Simplifications
 - Business Partner Approach
- Best Practices in Sales Order and Contract Management
 - Advanced Available-To-Promise
 - Sale from Stock
 - Billing Document Output Management
 - Credit Management
 - Revenue Accounting

- Settlement Management: Rebate
- New customer return and credit memo functions
- Performance Management and Analytics in SAP S/4HANA Sales
 - Overview of Performance Management and Analytics in Sales
 - SAP Smart Business for Sales Order Fulfillment
 - Sales Planning and Controlling
- An introduction to Leonardo
 - Leonardo capabilities in the context of the sales solution

Kod szkolenia	SAP/S4SD1 / Std
Czas trwania	2 dni
Poziom	Średnio zaawansowany
Autoryzacja	SAP