

# Processes in SAP S/4HANA Sales



## Odbiorcy szkolenia

Audience:

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



## Korzyści

This course will prepare you to:

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



## Program szkolenia

1. Key Features of SAP Fiori
  - Identifying Key Features of SAP Fiori
2. Enterprise Structures
  - Identifying Enterprise Structures in SAP S/4HANA Sales
3. Overview of Sales Processes
  - Executing SAP S/4HANA Sales Processes
  - Processing Sales Documents

- Processing Outbound Deliveries
- Shipping Goods
- Processing Billing Documents
- 4. 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
- 5. Automatic Data Determination and Scheduling
  - Analyzing the Results of Automatic Data Determination
  - Analyzing the Results of Delivery and Transportation Scheduling
- 6. Availability Check
  - Performing an Availability Check – Basics
  - Performing an Availability Check – Further Topics
- 7. Collective Processing
  - Executing Collective Processing
- 8. Additional Processes in Sales
  - Using Presales Documents
  - Executing Make-to-Order Production
  - Selling Service Products
- 9. Complaints Processing
  - Creating Credit Memo Requests
  - Cancelling Billing Documents
  - Creating Returns
- 10. Monitoring and Sales Analytics
  - Utilizing the Sales Order Fulfillment Monitor
  - Using Analytical Apps
  - Course based on software release: SAP S/4HANA 1610 Sales



## Oczekiwane przygotowanie uczestnika

Essential – Basic business knowledge of processes in Sales and Distribution

Recommended – S4H00 (SAP S/4HANA Overview)

**Uwaga!** Szkolenia autoryzowane przez SAP dostarczane w formule szkoleń otwartych, realizowane są w siedzibie SAP Polska przy ul. Wołoskiej 5 w Warszawie. Dla wybranych szkoleń możliwy jest udział zdalny.



Szkolenie obejmuje

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Język

- Szkolenie: polski
- Materiały: angielski

Czas trwania

4 dni / 30 godzin

Opis egzaminu

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