Sales Processing in SAP S/4HANA Sales

PRZEZNACZENIE SZKOLENIA

This course is suitable for:

- Application Consultant
- Business Analyst
- Solution Architect

KORZYŚCI WYNIKAJĄCE Z UKOŃCZENIA SZKOLENIA

- This course will prepare you to:
    - Gain a detailed knowledge of using the functions in sales.
    - Know the different sales processes and its settings.
    - Make the relevant customizing settings for sales documents

OCZEKIWANE PRZYGOTOWANIE SŁUCHACZY

This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions.

AGENDA SPOTKANIA

Sala szkoleniowa

- Introduction to the Sales Process in SAP S/4HANA
    - Processing Sales Documents
- Enterprise Structures in Sales and Distribution
    - Setting Up Enterprise Structures
- Sales Order Processing
    - Identifying Sources of Document Data
    - Using Additional Functions During Sales Order Processing

- Sales Document Customizing
  - Controlling Sales Processes
  - Defining Sales Document Types
  - Applying Item Categories
  - Interpreting the Item Category Determination
  - Using Bills of Material in Sales Documents
  - Applying Schedule Line Categories
  - Interpreting the Schedule Line Category Determination
- Data Flow
  - Interpreting the Document Flow of Sales Processes
  - Setting Up the Copying Control
- Special Business Processes
  - Executing Special Business Processes (Different types of sales orders and consignment processing)
- Incomplete Documents
  - Handling Incomplete Documents
  - Setting Up an Incompletion Procedure
- Business Partners
  - Using Partner Functions in Sales Processes in SAP S/4HANA
  - Setting Up Partner Determination Procedures
  - Business Partner Integration for Customer
- Outline Agreements
  - Using Different Types of Outline Agreements
  - Interpreting the Set-Up of Value Contracts
  - Setting Up Specific Contract Data
- Material Determination
  - Setting Up Material Determination
- Material Listing and Exclusion
  - Setting Up Master Data for Material Listing / Exclusion
- Free Goods
  - Setting Up the Determination of Free Goods
- Sales Scenarios
  - Setting Up a Cash Sales Scenario
  - Controlling the Usage of Bills of Material in a Sales Order
  - Setting Up a Material Determination Scenario

Kod szkolenia	SAP/S4605 / Std
Czas trwania	5 dni
Poziom	Średnio zaawansowany
Autoryzacja	SAP