

kod szkolenia: SAP/S4SD1 / ENG

# SAP S/4HANA Sales – Functions and Innovations

This course is intended for participants familiar with Sales in SAP ERP 6.0 who need to 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.



## Odbiorcy szkolenia

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



## Korzyści

- 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



## Program szkolenia

- Identifying Innovations in SAP S/4HANA Sales
  - Introducing SAP S/4HANA and SAP S/4HANA Sales
  - Identifying 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
  - Identifying Data Model Simplifications in SAP S/4HANA
  - Working with Business Partners
- Working with Sales Order and Contract Management in SAP S/4HANA
  - Using 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
  - Executing the Advanced Intercompany Sales and Stock Transfer Process
- Working with Billing Functionality in SAP S/4HANA
  - Using Billing Functionality in SAP S/4HANA
  - Describing 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
  - Tracking Sales Orders
  - Executing Sales Planning and Controlling
- Introducing Sales Examples for an Intelligent Enterprise
  - Using SAP S/4HANA to Support the Intelligent Enterprise
  - Getting Familiar with the Business Technology Platform and its Intelligent Technologies
  - Identifying Opportunities for SAP Business AI and Joule
- Getting more information
  - Learning More



## Oczekiwane przygotowanie uczestnika

Essential

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



## Szkolenie obejmuje

.



## Język

- Materiały: angielski
- Szkolenie: angielski

## Czas trwania

2 dni / 14 godzin

## Opis egzaminu

.