
SAP S/4HANA Sales - Functions & Innovations

Cursusduur: 2 Dagen Cursuscode: S4SD1

Beschrijving:

This course is designed to give participants an overview of sales processes in SAP S/4HANA and the differences to the SAP ECC sales solution.

Doelgroep:

Application Consultant

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

Doelstelling:

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

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| ■ Knowledge about sales processes in SAP ERP Recommended | |
| ■ S4H01 | |
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Cursusinhoud:

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| ■ SAP S/4HANA Enterprise Management: Sales Innovations Overview | ■ Best Practices in Sales Order and Contract Management | ■ Performance Management and Analytics in SAP S/4HANA Sales |
| ■ SAP S/4HANA Enterprise Management: Sales Innovations Overview | ■ Advanced Available-To-Promise | ■ Overview of Performance Management and Analytics in Sales |
| ■ Business Roles and Business Catalogs in Sales and Billing | ■ Sale from Stock | ■ SAP Smart Business for Sales Order Fulfillment |
| ■ Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales | ■ Billing Document Output Management | ■ Sales Planning and Controlling |
| ■ Simplifications in SAP S/4HANA Sales | ■ Credit Management | ■ An introduction to Leonardo |
| ■ Overview | ■ Revenue Accounting | ■ Leonardo capabilities in the context of the sales solution |
| ■ Data Model Simplifications | ■ Settlement Management: Rebate | |
| ■ Business Partner Approach | ■ New customer return and credit memo functions | |
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Nadere informatie:

Neem voor nadere informatie of boekingen contact op met onze Customer Service Desk 030 - 60 89 444

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