

## SAP S/4HANA Sales - Functions & Innovations

Cursusduur: 2 Dagen    Cursuscode: S4SD1    Trainingsmethode: Maatwerk

### 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.

Maatwerk

Global Knowledge biedt zowel standaard- als maatwerk cursussen die zijn afgestemd op uw wensen en die als besloten cursus op uw eigen locatie of onze locatie gevolgd kunnen worden.

### Doelgroep:

#### Application Consultant

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

### Doelstelling:

- 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

### Vereiste kennis en vaardigheden:

- Knowledge about sales processes in SAP ERP Recommended
- S4H01

### Cursusinhoud:

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| <ul style="list-style-type: none"><li>■ SAP S/4HANA Enterprise Management: Sales Innovations Overview</li><li>■ SAP S/4HANA Enterprise Management: Sales Innovations Overview</li><li>■ Business Roles and Business Catalogs in Sales and Billing</li><li>■ Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales</li><li>■ Simplifications in SAP S/4HANA Sales</li><li>■ Overview</li><li>■ Data Model Simplifications</li><li>■ Business Partner Approach</li></ul> | <ul style="list-style-type: none"><li>■ Best Practices in Sales Order and Contract Management</li><li>■ Advanced Available-To-Promise</li><li>■ Sale from Stock</li><li>■ Billing Document Output Management</li><li>■ Credit Management</li><li>■ Revenue Accounting</li><li>■ Settlement Management: Rebate</li><li>■ New customer return and credit memo functions</li></ul> | <ul style="list-style-type: none"><li>■ Performance Management and Analytics in SAP S/4HANA Sales</li><li>■ Overview of Performance Management and Analytics in Sales</li><li>■ SAP Smart Business for Sales Order Fulfillment</li><li>■ Sales Planning and Controlling</li><li>■ An introduction to Leonardo</li><li>■ Leonardo capabilities in the context of the sales solution</li></ul> |
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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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[www.globalknowledge.com/nl-nl/](http://www.globalknowledge.com/nl-nl/)

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