

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

Cursusduur: 2 Dagen    Cursuscode: S4SD1    Trainingsmethode: Virtual Learning

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### 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.

Virtueel en Klassikaal™

Virtueel en Klassikaal™ is een eenvoudig leerconcept en biedt een flexibele oplossing voor het volgen van een klassikale training. Met Virtueel en Klassikaal™ kunt u zelf beslissen of u een klassikale training virtueel (vanuit huis of kantoor) of fysiek op locatie wilt volgen. De keuze is aan u! Cursisten die virtueel deelnemen aan de training ontvangen voor aanvang van de training alle benodigde informatie om de training te kunnen volgen.

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### Doelgroep:

#### Application Consultant

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

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### 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
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### Vereiste kennis en vaardigheden:

- Knowledge about sales processes in SAP ERP  
Recommended
  - S4H01
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## Cursusinhoud:

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