SAP Sales Cloud

Duration: 2 Days Course Code: C4H410 Delivery Method: Company Event

Overview:

In this course you will learn about SAP Sales Cloud. This will include sales business processes, including topics such as lead management, opportunity management, quotation management, sales contracts, sales methodology, and more.

Company Events

These events can be delivered exclusively for your company at our locations or yours, specifically for your delegates and your needs. The Company Events can be tailored or standard course deliveries.

Target Audience:

Business Analyst Business Process Owner / Team Lead / Power User System Administrator Trainer User

Objectives:

- This course will prepare you to:
- Better understand SAP Sales Cloud
- Translate customer business needs to best practice business scenarios in SAP Sales Cloud
- Understand the sales solution to manage business processes
- Explore Lead Management to nurture Leads and convert them to Opportunities
- Define Sales Methodology process to streamline Opportunity process
- Describe Sales Contracts in SAP Sales Cloud
- Explore Sales Quote and Order management functionalities with replications to connected SAP backend system
- Explore functionalities which enables sales personal to plan and record customer visits and activities
- Understand key features and functions of pricing in SAP Sales Cloud
- Configure Sales Target Planning to carry out top down sales planning
- Describe the integration scenarios available with SAP Sales Cloud

Prerequisites:

CRM/Sales domain knowledge

Content:

Introduction to SAP Sales Cloud

- Articulating the Functional Capabilities of SAP Sales Cloud

Lead Management

- Articulating the Functional Capabilities of Lead Management

Opportunity Management

- Articulating the Functional Capabilities of Opportunity Management

Quotation Management

- Articulating the Functional Capabilities of Quotation Management

Sales Contracts

- Articulating the Functionality Capabilities of Sales Contracts

Order Management

- Articulating the Functional Capabilities of Order Management

Activity Management

- Articulating the Functional Capabilities of Activity Management

Visit Planning and Execution

- Articulating the Functional Capabilities of Visit Management

Sales Planning and Forecasting

- Articulating the Functional Capabilities of Sales Planning and Forecasting

Pricing

- Obtaining an Overview of the Pricing Topic in SAP Sales Cloud

SAP Sales Cloud Add-Ons

- Describing Add-On features in SAP Sales Cloud

Further Information:

For More information, or to book your course, please call us on Head Office 01189 123456 / Northern Office 0113 242 5931

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