

SAP S/4HANA Sales - Functions and Innovations

Duration: 2 Days Course Code: S4SD1

Overview:

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.

Target Audience:

Application Consultant

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

Objectives:

- 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

Prerequisites:

- Knowledge about sales processes in SAP ERP Recommended
- S4H01

Content:

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| <ul style="list-style-type: none">■ 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 | <ul style="list-style-type: none">■ 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 | <ul style="list-style-type: none">■ 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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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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