

SAP S/4HANA Sales - Functions and Innovations

Duration: 2 Days **Course Code: S4SD1** **Delivery Method: Company Event**

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.

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:

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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