

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

**Duration: 2 Days**    **Course Code: S4SD1**    **Delivery Method: Virtual Learning**

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### 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.

#### Virtual Learning

This interactive training can be taken from any location, your office or home and is delivered by a trainer. This training does not have any delegates in the class with the instructor, since all delegates are virtually connected. Virtual delegates do not travel to this course, Global Knowledge will send you all the information needed before the start of the course and you can test the logins.

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### Target Audience:

#### Application Consultant

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

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### Objectives:

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| ■ 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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### Prerequisites:

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| ■ Knowledge about sales processes in SAP ERP<br>Recommended |  |
| ■ S4H01   |  |
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## Content:

<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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## 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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