SAP S/4HANA Sales - Functions and Innovations

Kód kurzu: S4SD1

In this course, participants familiar with Sales in SAP ERP 6.0 will be introduced to the feautures and functionality provided by SAP S/4HANA in this area. Analytical features for Sales in SAP S/4HANA are also discussed. Course based on software release: SAP S/4HANA 2022.

Pro koho je kurz určen
- Application Consultant
- Business Analyst
- Business Process Architect
- Business Process Owner / Team Lead / Power User

Co Vás naučíme
This course will prepare you to:
- Understand, explain and work with SAP S/4HANA Sales
- Describe the changes in billing functionality compared to SAP ERP
- Execute order-to-cash processes in SAP S/4HANA using the SAP Fiori Launchpad
- Work with the analytical features in SAP S/4HANA Sales

Požadované vstupní znalosti
Essential
- Knowledge about sales (and billing) functionality in SAP ERP
Recommended
- S4H01

Studijní materiály
Studijní materiál SAP.

Osnova kurzu
- Identifying innovations in SAP S/4HANA Sales
- Learning about SAP S/4HANA and about SAP S/4HANA Sales
- Getting familiar with some first innovations in SAP S/4HANA Sales
- Working with business roles and catalogs for SAP S/4HANA Sales
- Introducing SAP Fiori
- Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales
- Understanding the structure behind the SAP Fiori launchpad
- Using the simplification item catalog for SAP S/4HANA
- Using the simplification item catalog
- Understanding data model simplifications in SAP S/4HANA

- Working with the business partner approach
  - Understanding Sales Order and Contract Management in SAP S/4HANA

- Working with advanced Available-To-Promise (aATP) in SAP S/4HANA

- Executing a standard sales from stock process

- Working with SAP Credit Management

- Working with settlement management

- Managing customer returns

- Using workflow functionality in SAP S/4HANA Sales

- Understanding the advanced intercompany sales and stock transfer process
  - Working with billing functionality in SAP S/4HANA

- Understanding billing functionality in SAP S/4HANA

- Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales

- Identifying OData APIs for billing documents

- Working with preliminary billing documents
  - Using the analytical features in SAP S/4HANA Sales

- Getting an overview of the analytical features of SAP S/4HANA Sales

- Using SAP Smart Business for sales order fulfillment

- SAP Fiori App: Track Sales Orders

- Sales Planning and Controlling
  - Introducing sales examples for an intelligent enterprise

- Learning about an intelligent enterprise and SAP S/4HANA

- Getting familiar with the Business Technology Platform and its intelligent technologies
  - Getting more information

- Learning more

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