

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 features 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.

Pobočka	Dnů	Cena kurzu	ITB
Praha	2	26 450 Kč	0

Uvedené ceny jsou bez DPH.

Termíny kurzu

Datum	Dnů	Cena kurzu	Typ výuky	Jazyk výuky	Lokalita
22.09.2025	2	26 450 Kč	Online	EN	SAP ČR spol. s r.o.
15.12.2025	2	26 450 Kč	Online	EN	SAP ČR spol. s r.o.

Uvedené ceny jsou bez DPH.

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

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SAP S/4HANA Sales - Functions and Innovations

- 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

SAP S/4HANA Sales - Functions and Innovations

- **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**
 - 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**

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