

S4600

Business Processes in SAP S/4HANA Sales

COURSE OUTLINE

Course Version: 14

Course Duration:

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Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation	
Demonstration	
Procedure	
Warning or Caution	
Hint	
Related or Additional Information	
Facilitated Discussion	
User interface control	<i>Example text</i>
Window title	<i>Example text</i>

Contents

vii Course Overview

1 Unit 1: Navigation with SAP Fiori

1 Lesson: Identifying Key Features of SAP Fiori

3 Unit 2: Enterprise Structures

3 Lesson: Identifying Enterprise Structures in SAP S/4HANA Sales

5 Unit 3: Overview of Sales Processes

5 Lesson: Executing SAP S/4HANA Sales Processes

5 Lesson: Processing Sales Documents

5 Lesson: Processing Outbound Deliveries

5 Lesson: Shipping Goods

5 Lesson: Processing Billing Documents

7 Unit 4: Master Data

7 Lesson: Maintaining Business Partner Master Data

7 Lesson: Maintaining Material Master Data

7 Lesson: Maintaining Customer-Material Info Records

7 Lesson: Maintaining Condition Master Data for Pricing

7 Lesson: Explaining Additional Master Data Topics

9 Unit 5: Automatic Data Determination and Scheduling

9 Lesson: Analyzing the Results of Automatic Data Determination

9 Lesson: Analyzing the Results of Delivery and Transportation Scheduling

11 Unit 6: Availability Check

11 Lesson: Performing an Availability Check - Basics

11 Lesson: Performing an Availability Check - Further Topics

13 Unit 7: Collective Processing

13 Lesson: Executing Collective Processing

15 Unit 8: Additional Processes in Sales

15 Lesson: Using Presales Documents

15 Lesson: Executing Make-to-Order Production

15 Lesson: Selling Service Products

17 Unit 9: Complaints Processing

17 Lesson: Creating Credit Memo Requests

17 Lesson: Cancelling Billing Documents

17 Lesson: Creating Returns

19 Unit 10: Monitoring and Sales Analytics

19 Lesson: Utilizing the Sales Order Fulfillment Monitor

19 Lesson: Managing Sales Plans

19 Lesson: Using Analytical Apps

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Business Process Owner/Team Lead/Power User
- User

Lesson 1: Identifying Key Features of SAP Fiori

Lesson Objectives

After completing this lesson, you will be able to:

- Identify Key Features of SAP Fiori

Lesson 1: Identifying Enterprise Structures in SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Identify the Enterprise Structures in SAP S/4HANA Sales

Lesson 1: Executing SAP S/4HANA Sales Processes

Lesson Objectives

After completing this lesson, you will be able to:

- Execute SAP S/4HANA Sales Processes

Lesson 2: Processing Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Process Sales Documents

Lesson 3: Processing Outbound Deliveries

Lesson Objectives

After completing this lesson, you will be able to:

- Process outbound deliveries

Lesson 4: Shipping Goods

Lesson Objectives

After completing this lesson, you will be able to:

- Ship goods

Lesson 5: Processing Billing Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Process billing documents

Lesson 1: Maintaining Business Partner Master Data

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain customer (business partner) master data

Lesson 2: Maintaining Material Master Data

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain material master data

Lesson 3: Maintaining Customer-Material Info Records

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain Customer-Material Info Records

Lesson 4: Maintaining Condition Master Data for Pricing

Lesson Objectives

After completing this lesson, you will be able to:

- Maintain condition master data for pricing

Lesson 5: Explaining Additional Master Data Topics

Lesson Objectives

After completing this lesson, you will be able to:

- Explain additional master data topics

Lesson 1: Analyzing the Results of Automatic Data Determination

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze the results of automatic data determination

Lesson 2: Analyzing the Results of Delivery and Transportation Scheduling

Lesson Objectives

After completing this lesson, you will be able to:

- Analyze the results of delivery and transportation scheduling

Lesson 1: Performing an Availability Check - Basics

Lesson Objectives

After completing this lesson, you will be able to:

- Perform an availability check - basics

Lesson 2: Performing an Availability Check - Further Topics

Lesson Objectives

After completing this lesson, you will be able to:

- Perform an availability check - further topics

Lesson 1: Executing Collective Processing

Lesson Objectives

After completing this lesson, you will be able to:

- Execute Collective Processing

Lesson 1: Using Presales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Use Presales Documents

Lesson 2: Executing Make-to-Order Production

Lesson Objectives

After completing this lesson, you will be able to:

- Execute Make-to-Order Production

Lesson 3: Selling Service Products

Lesson Objectives

After completing this lesson, you will be able to:

- Sell Service Products

Lesson 1: Creating Credit Memo Requests

Lesson Objectives

After completing this lesson, you will be able to:

- Create Credit Memo Requests

Lesson 2: Cancelling Billing Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Cancel Billing Documents

Lesson 3: Creating Returns

Lesson Objectives

After completing this lesson, you will be able to:

- Create Returns

Lesson 1: Utilizing the Sales Order Fulfillment Monitor

Lesson Objectives

After completing this lesson, you will be able to:

- Utilize the Sales Order Fulfillment Monitor

Lesson 2: Managing Sales Plans

Lesson Objectives

After completing this lesson, you will be able to:

- Manage Sales Plans

Lesson 3: Using Analytical Apps

Lesson Objectives

After completing this lesson, you will be able to:

- Use Analytical Apps