

# S4600

## Business Processes in SAP S/4HANA Sales

### COURSE OUTLINE

Course Version: 17

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>

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# Course Overview

## **TARGET AUDIENCE**

This course is intended for the following audiences:

- Project Manager
- Application Consultant
- 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 business partner (customer) 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 App

### Lesson Objectives

After completing this lesson, you will be able to:

- Utilize the Sales Order Fulfillment app

## 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