

# S4605

## Sales Processes in SAP S/4HANA Sales

### COURSE OUTLINE

Course Version: 23

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:

- Business Analyst
- Solution Architect





## Lesson 1: Course Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Describe the contents and structure of course S4605.



## Lesson 1: Introduction to the Sales and Distribution Process

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain how sales links into the sales and distribution chain



## Lesson 1: Enterprise Structures in Sales and Distribution

### Lesson Objectives

After completing this lesson, you will be able to:

- Use organizational units in the SAP system to map the different areas in your company



## **Lesson 1: Source of Data – Customer Master Data - SAP Business Partner**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Source of Data – Master Data

## **Lesson 2: Order Processing – Special Features**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Use the special features in the SAP system when processing a sales order





## **Lesson 1: Controlling Sales Documents - Sales Document Type**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Identify the elements that control the sales documents

## **Lesson 2: Controlling Sales Documents - Item Category**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Identify and explain the important control parameters for item categories

## **Lesson 3: Controlling Sales Documents - Schedule Line Categories**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Identify and explain the most important control parameters for schedule line categories



## Lesson 1: Data Flow in the Application

### Lesson Objectives

After completing this lesson, you will be able to:

- Use document flow

## Lesson 2: Copying Control

### Lesson Objectives

After completing this lesson, you will be able to:

- Understand and influence how data is passed on between sales documents at header, item, and schedule line levels and recognize possibilities for individual company adjustments



## Lesson 1: Special Business Transactions

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain the differences between cash sales and rush orders and their special features



## Lesson 1: Incompletion Check and its Configuration

### Lesson Objectives

After completing this lesson, you will be able to:

- Incompletion Check and its Configuration





## **Lesson 1: Function and Significance of Partner Functions**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Understand the importance of the partner function concept for the sales and distribution process

## **Lesson 2: Configuration of Partner Functions and Partner Function Determination**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Define new partner functions and integrate these into the process chain



## Lesson 1: Scheduling Agreements and Quantity Contracts

### Lesson Objectives

After completing this lesson, you will be able to:

- Use different types of outline agreements and their functions

## Lesson 2: Value Contracts

### Lesson Objectives

After completing this lesson, you will be able to:

- Set up and use value contracts in Customizing



## Lesson 1: Material Determination

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain and use the material determination and product selection

## Lesson 2: Material Listing and Exclusion

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain and use the material listing and exclusion functions



## Lesson 1: Free Goods

### Lesson Objectives

After completing this lesson, you will be able to:

- Set up automatic free goods determination





## **Lesson 1: Sales Workshop: Sales-to-Employee Scenario**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Set up a Sales-to-Employee business process

## **Lesson 2: Sales Workshop: Bill of Material Scenario**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Use the Bill of Material in a sales scenario

## **Lesson 3: Sales Workshop: Material Determination Scenario**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Expand the condition technique in material determination so that this may be both customer-specific and non-customer-specific



## Lesson 1: Appendix: Additional Technical Information

### Lesson Objectives

After completing this lesson, you will be able to:

- Use table structures in sales and distribution