

# S4620

## Pricing 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

*Example text*

Window title

*Example text*



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# Course Overview

## **TARGET AUDIENCE**

This course is intended for the following audiences:

- Application Consultant





## Lesson 1: Introducing Pricing

### Lesson Objectives

After completing this lesson, you will be able to:

- Use conditions for pricing

## Lesson 2: Introducing the Condition Technique

### Lesson Objectives

After completing this lesson, you will be able to:

- Use the condition technique



## Lesson 1: Configuring Pricing

### Lesson Objectives

After completing this lesson, you will be able to:

- Configure pricing

## Lesson 2: Further Options for Pricing Control

### Lesson Objectives

After completing this lesson, you will be able to:

- Explore further options for pricing control



## Lesson 1: Working with Condition Records

### Lesson Objectives

After completing this lesson, you will be able to:

- Work with condition records

## Lesson 2: Reports for Condition Records

### Lesson Objectives

After completing this lesson, you will be able to:

- Working with Pricing Reports



# UNIT 4

# Special Functions

## Lesson 1: Applying Special Pricing Functions

### Lesson Objectives

After completing this lesson, you will be able to:

- Apply special pricing functions





## Lesson 1: Using Special Condition Types

### Lesson Objectives

After completing this lesson, you will be able to:

- Use special condition types

## Lesson 2: Using Statistical Condition Types

### Lesson Objectives

After completing this lesson, you will be able to:

- Use statistical condition types

## Lesson 3: Analyzing the Determination of Taxes

### Lesson Objectives

After completing this lesson, you will be able to:

- Analyze the determination of taxes



## Lesson 1: Introducing Condition Contract Management

### Lesson Objectives

After completing this lesson, you will be able to:

- Get an overview of the condition contract conditions for sales rebate scenarios

## Lesson 2: Maintaining of Condition Contracts

### Lesson Objectives

After completing this lesson, you will be able to:

- Use a condition contract

## Lesson 3: Process of Condition Contract Settlement

### Lesson Objectives

After completing this lesson, you will be able to:

- Create settlement documents for condition contracts



## Lesson 1: Workshop

### Lesson Objectives

After completing this lesson, you will be able to:

- Optional task - Troubleshoot Pricing



## Lesson 1: Appendix

### Lesson Objectives

After completing this lesson, you will be able to:

- Appendix