

# S4690

## SAP S/4HANA Sales Insights

### 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:

- Project Manager
- Project Stakeholder
- Super / Key / Power User
- Business Process Owner/Team Lead/Power User
- User





# UNIT 1

## Getting to know the day-to-day business of a Sales Rep

### Lesson 1: Get to know the daily business of a Sales Rep

#### Lesson Objectives

After completing this lesson, you will be able to:

- Get to know the daily business of a Sales Rep



## UNIT 2

# Navigating the Order-to-Cash Process in SAP S/4HANA Sales

### Lesson 1: Identify the Order-to-Cash Process

#### Lesson Objectives

After completing this lesson, you will be able to:

- Identify the Order-to-Cash Process

### Lesson 2: Navigate the Order-to-Cash Process Steps

#### Lesson Objectives

After completing this lesson, you will be able to:

- Navigate the Order-to-Cash Process Steps



## UNIT 3

# Utilizing Sales Analytics and Monitoring

### Lesson 1: Utilize Monitoring Apps in SAP S/4HANA Sales

#### Lesson Objectives

After completing this lesson, you will be able to:

- Utilize Sales Apps for Sales Process Monitoring

### Lesson 2: Utilize Embedded Analysis

#### Lesson Objectives

After completing this lesson, you will be able to:

- Utilize Analytical App - Incoming Sales Orders



## Lesson 1: Introducing the SAP S/4HANA Cloud Deployment Options

### Lesson Objectives

After completing this lesson, you will be able to:

- Summarize the technical concepts and benefits of cloud computing
- Explain characteristics of SAP S/4HANA Cloud