S4SD1

SAP S/4HANA Sales - Functions and Innovations

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	*Example text*
Window title	*Example text*

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Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

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

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UNIT 1 SAP S/4HANA Enterprise Management: Sales Innovations Overview

Lesson 1: SAP S/4HANA Enterprise Management: Sales Innovations Overview

Lesson Objectives

After completing this lesson, you will be able to:

- Provide a high level overview of the scope of innovations in SAP S/4HANA Sales and Billing

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UNIT 2 Business Roles and Business Catalogs for Sales and Billing

Lesson 1: Overview of Business Roles, Catalogs, and SAP Fiori Apps for Sales and Billing

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Fiori concepts as used in Sales and Billing
- Describe example business roles for Sales and Billing
- Describe and use business catalogs assigned to business roles for Sales and Billing

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UNIT 3 The Simplification Item Catalog for SAP S/4HANA Sales and Billing

Lesson 1: The Simplification Item Catalog

Lesson Objectives

After completing this lesson, you will be able to:

- Learn where to find and how to use the simplification item catalog
- Check the simplification item catalog for the areas SAP S/4HANA Sales and Billing

Lesson 2: Data Model Simplifications

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the data model simplifications related to Sales and Billing

Lesson 3: The Business Partner Approach

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the business partner approach in SAP S/4HANA

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UNIT 4 S/4HANA Functionality in Sales Order and Contract Management (Sales and Billing)

Lesson 1: Advanced Available-To-Promise (aATP)

Lesson Objectives

After completing this lesson, you will be able to:

- Use the advanced ATP (aATP) functionality of SAP S/4HANA

Lesson 2: A Standard Sales from Stock Process

Lesson Objectives

After completing this lesson, you will be able to:

- Execute a Sales from Stock process in SAP S/4HANA

Lesson 3: SAP S/4HANA Billing Functionality

Lesson Objectives

After completing this lesson, you will be able to:

- Use the SAP Fiori apps for billing
- Describe output management for billing documents using BRF+
- Describe the integration of the SAP digital payments add-on with SAP S/4HANA Sales
- Explain OData APIs for billing documents
- Learn about preliminary billing documents in SAP S/4HANA

Lesson 4: SAP Credit Management

Lesson Objectives

After completing this lesson, you will be able to:

- Explain credit management functionality integration with SAP S/4HANA Sales

Lesson 5: Settlement Management: Rebate Processing

Lesson Objectives

After completing this lesson, you will be able to:

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- Explain Condition Contract Management (CCM)

Lesson 6: Managing Customer Returns and Workflow for Sales Documents

Lesson Objectives

After completing this lesson, you will be able to:

- Manage and monitor the status of customer returns
- Understand workflow capabilities for sales documents like credit memo requests

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UNIT 5 Analytics in SAP S/4HANA Sales and Billing

Lesson 1: Overview of Analytics in Sales and Billing

Lesson Objectives

After completing this lesson, you will be able to:

- Outline the scope of analytics in Sales and Billing

Lesson 2: SAP Smart Business for Sales Order Fulfillment

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Smart Business for Sales Order Fulfillment

Lesson 3: SAP Fiori App: Track Sales Orders

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the features of the Track Sales Orders app

Lesson 4: Sales Planning and Controlling

Lesson Objectives

After completing this lesson, you will be able to:

- Create a new sales plan
- Perform a plan/actual comparison for a sales plan

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UNIT 6 Introduction to the Intelligent Enterprise with Sales Examples

Lesson 1: The Intelligent Enterprise and SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the basics of SAP's Intelligent Suite and how to position it

Lesson 2: Experience Management

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the basics of Experience Management

Lesson 3: Introducing the Business Technology Platform and Intelligent Technologies

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the Intelligent Technologies supported by the Business Technology Platform

Lesson 4: Intelligent Technologies in SAP S/4HANA Sales and Billing

Lesson Objectives

After completing this lesson, you will be able to:

- Explore Intelligent Technologies in SAP S/4HANA Sales and Billing

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UNIT 7 Appendix

Lesson 1: Appendix

Lesson Objectives

After completing this lesson, you will be able to:

- Review some of the important SAP notes for SAP S/4HANA Sales and Billing

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