

S4SD1

SAP S/4HANA Sales - Functions and Innovations

COURSE OUTLINE

Course Version: 23

Course Duration:

SAP Copyrights, Trademarks and Disclaimers

© 2023 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <https://www.sap.com/corporate/en/legal/copyright.html> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials may have been machine translated and may contain grammatical errors or inaccuracies.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

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>

Contents

vii **Course Overview**

1 **Unit 1: Identifying innovations in SAP S/4HANA Sales**

- 1 Lesson: Learning about SAP S/4HANA and about SAP S/4HANA Sales
- 1 Lesson: Getting familiar with some first innovations in SAP S/4HANA Sales

3 **Unit 2: Working with business roles and catalogs for SAP S/4HANA Sales**

- 3 Lesson: Introducing SAP Fiori
- 3 Lesson: Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales
- 3 Lesson: Understanding the structure behind the SAP Fiori launchpad

5 **Unit 3: Using the simplification item catalog for SAP S/4HANA**

- 5 Lesson: Using the simplification item catalog
- 5 Lesson: Understanding data model simplifications in SAP S/4HANA
- 5 Lesson: Working with the business partner approach

7 **Unit 4: Understanding Sales Order and Contract Management in SAP S/4HANA**

- 7 Lesson: Working with advanced Available-To-Promise (aATP) in SAP S/4HANA
- 7 Lesson: Executing a standard sales from stock process
- 7 Lesson: Working with SAP Credit Management
- 7 Lesson: Working with settlement management
- 7 Lesson: Managing customer returns
- 7 Lesson: Using workflow functionality in SAP S/4HANA Sales
- 8 Lesson: Understanding the advanced intercompany sales and stock transfer process

9 **Unit 5: Working with billing functionality in SAP S/4HANA**

- 9 Lesson: Understanding billing functionality in SAP S/4HANA
- 9 Lesson: Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales
- 9 Lesson: Identifying OData APIs for billing documents
- 9 Lesson: Working with preliminary billing documents

11 Unit 6: Using the analytical features in SAP S/4HANA Sales

- 11 Lesson: Getting an overview of the analytical features of SAP S/4HANA Sales
- 11 Lesson: Using SAP Smart Business for sales order fulfillment
- 11 Lesson: SAP Fiori App: Track Sales Orders
- 11 Lesson: Sales Planning and Controlling

13 Unit 7: Introducing sales examples for an intelligent enterprise

- 13 Lesson: Learning about an intelligent enterprise and SAP S/4HANA
- 13 Lesson: Getting familiar with the Business Technology Platform and its intelligent technologies

15 Unit 8: Getting more information

- 15 Lesson: Learning more

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

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

Lesson 1: Learning about SAP S/4HANA and about SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Get familiar with SAP S/4HANA and SAP S/4HANA Sales

Lesson 2: Getting familiar with some first innovations in SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Name some innovations in SAP S/4HANA Sales

Lesson 1: Introducing SAP Fiori

Lesson Objectives

After completing this lesson, you will be able to:

- Identify SAP Fiori concepts

Lesson 2: Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Use example business catalogs and business roles for SAP S/4HANA Sales

Lesson 3: Understanding the structure behind the SAP Fiori launchpad

Lesson Objectives

After completing this lesson, you will be able to:

- Personalize the SAP Fiori launchpad

Lesson 1: Using the simplification item catalog

Lesson Objectives

After completing this lesson, you will be able to:

- Use the simplification item catalog for SAP S/4HANA Sales

Lesson 2: Understanding data model simplifications in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Check some data model simplifications for SAP S/4HANA Sales

Lesson 3: Working with the business partner approach

Lesson Objectives

After completing this lesson, you will be able to:

- Create business partners in SAP S/4HANA

Lesson 1: Working with advanced Available-To-Promise (aATP) in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

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

Lesson 2: Executing 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: Working with SAP Credit Management

Lesson Objectives

After completing this lesson, you will be able to:

- Set up the integration between SAP Credit Management and SAP S/4HANA Sales

Lesson 4: Working with settlement management

Lesson Objectives

After completing this lesson, you will be able to:

- Use Condition Contract Management (CCM)

Lesson 5: Managing customer returns

Lesson Objectives

After completing this lesson, you will be able to:

- Manage and monitor the status of customer returns

Lesson 6: Using workflow functionality in SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Describe workflow functionality for documents in SAP S/4HANA Sales

Lesson 7: Understanding the advanced intercompany sales and stock transfer process

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the features of an advanced intercompany sales process
- Understand the features of an advanced intercompany stock transfer process

Lesson 1: Understanding billing functionality in SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Use the SAP Fiori apps for billing
- Use SAP S/4HANA Output Management for billing documents

Lesson 2: Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales

Lesson 3: Identifying OData APIs for billing documents

Lesson Objectives

After completing this lesson, you will be able to:

- Identify OData APIs for billing documents

Lesson 4: Working with preliminary billing documents

Lesson Objectives

After completing this lesson, you will be able to:

- Use preliminary billing documents in SAP S/4HANA

Lesson 1: Getting an overview of the analytical features of SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Outline the scope of analytics in SAP S/4HANA Sales

Lesson 2: Using SAP Smart Business for sales order fulfillment

Lesson Objectives

After completing this lesson, you will be able to:

- Use 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:

- Use 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

Lesson 1: Learning about an intelligent enterprise and SAP S/4HANA

Lesson Objectives

After completing this lesson, you will be able to:

- Identify elements of an intelligent enterprise

Lesson 2: Getting familiar with the Business Technology Platform and its intelligent technologies

Lesson Objectives

After completing this lesson, you will be able to:

- Explore examples of intelligent technologies in SAP S/4HANA Sales

Lesson 1: Learning more

Lesson Objectives

After completing this lesson, you will be able to:

- Study some of the SAP notes for SAP S/4HANA Sales