

S4SD1

SAP S/4HANA Sales - Functions and Innovations

COURSE OUTLINE

Course Version: 26
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
- Business Analyst
- Business Process Architect
- Business Process Owner/Team Lead/Power User

UNIT 1

Identifying Innovations in SAP S/4HANA Sales

Lesson 1: Introducing SAP S/4HANA and 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: Identifying Innovations in SAP S/4HANA Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Identify innovations in SAP S/4HANA Sales

UNIT 2

Working with Business Roles and Catalogs for 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

UNIT 3

Using the Simplification Item Catalog for SAP S/4HANA

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: Identifying 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 Business Partners

Lesson Objectives

After completing this lesson, you will be able to:

- Create business partners in SAP S/4HANA

UNIT 4

Working with Sales Order and Contract Management in SAP S/4HANA

Lesson 1: Using 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: Executing 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: Using 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: Describing 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: Tracking Sales Orders

Lesson Objectives

After completing this lesson, you will be able to:

- Use the Track Sales Orders app

Lesson 4: Executing 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: Using SAP S/4HANA to Support the Intelligent Enterprise

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 3: Identifying Opportunities for SAP Business AI and Joule

Lesson Objectives

After completing this lesson, you will be able to:

- Identify opportunities for SAP Business AI and Joule

UNIT 8

Getting More Information

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