C4H410: SAP Sales Cloud

Course Outline

Course Duration

2 Days

Delivery Format

Classroom, Virtual Live Classroom, Hybrid

Course Fee

Please contact us for details

Goals

This course will prepare you to:

- Better understand SAP Sales Cloud
- Translate customer business needs to best practice business scenarios in SAP Sales Cloud
- Understand the sales solution to manage business processes
- Explore Lead Management to nurture Leads and convert them to Opportunities
- Define Sales Methodology process to streamline Opportunity process
- Describe Sales Contracts in SAP Sales Cloud
- Explore Sales Quote and Order management functionalities with replications to connected SAP backend system
- Explore functionalities which enables sales personal to plan and record customer visits and activities
- Understand key features and functions of pricing in SAP Sales Cloud
- Configure Sales Target Planning to carry out top-down sales planning
- Describe the integration scenarios available with SAP Sales Cloud

Audience

- Business Analyst
- Business Process Owner / Team Lead / Power User
- System Administrator
- Trainer
- User

Content

- Introduction to SAP Sales Cloud
    - Articulating the Functional Capabilities of SAP Sales Cloud
- Lead Management
    - Articulating the Functional Capabilities of Lead Management
- Opportunity Management
    - Articulating the Functional Capabilities of Opportunity Management
- Quotation Management
    - Articulating the Functional Capabilities of Quotation Management
- Sales Contracts
    - Articulating the Functionality Capabilities of Sales Contracts
- Order Management
    - Articulating the Functional Capabilities of Order Management
- Activity Management
    - Articulating the Functional Capabilities of Activity Management
- Visit Planning and Execution
    - Articulating the Functional Capabilities of Visit Management
- Sales Planning and Forecasting
    - Articulating the Functional Capabilities of Sales Planning and Forecasting
- Pricing
    - Obtaining an Overview of the Pricing Topic in SAP Sales Cloud
- SAP Sales Cloud Add-Ons
    - Describing Add-On features in SAP Sales Cloud