

S4SD1: Functions & Innovations in SAP S/4HANA Sales

Course Outline

Course announcements

This course is designed to give participants an overview of the differences in SAP S/4HANA Sales and Billing compared to the SAP ECC solution for Sales and Billing.

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:

- Explain the S/4HANA-specific features and functions in Sales and Billing
- Describe the changes in SAP S/4HANA Sales and Billing compared to SAP ERP (ECC)
- Execute Order-to-Cash processes in SAP S/4HANA using the SAP Fiori Launchpad

Audience

- Application Consultant
- Business Analyst
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Program / Project Manager
- Technology Consultant

Content

- SAP S/4HANA Enterprise Management: Sales Innovations Overview

- SAP S/4HANA Enterprise Management: Sales Innovations Overview Business Roles and Business Catalogs for Sales and Billing
- Overview of Business Roles, Catalogs, and SAP Fiori Apps for Sales and Billing The Simplification Item Catalog for SAP S/4HANA Sales and Billing
- The Simplification Item Catalog
- Data Model Simplifications
- The Business Partner Approach S/4HANA Functionality in Sales Order and Contract Management (Sales and Billing)
- Advanced Available-To-Promise (aATP)
- A Standard Sales from Stock
- SAP S/4HANA Billing Functionality
- SAP Credit Management
- Settlement Management: Rebate Processing
- Managing Customer Returns and Workflow for Sales Documents Analytics in SAP S/4HANA Sales and Billing
- Overview of Analytics in Sales and Billing
- SAP Smart Business for Sales Order Fulfillment
- SAP Fiori App: Track Sales Orders
- Sales Planning and Controlling Introduction to the Intelligent Enterprise with Sales Examples
- The Intelligent Enterprise and SAP S/4HANA Experience Management
- Introducing the Business Technology Platform and Intelligent Technologies
- Intelligent Technologies in SAP S/4HANA Sales and Billing Appendix
- Appendix