

# SAP S/4HANA – Overview, Sales and Purchasing management

## Description

This official 11-day SAP S/4HANA combines the three following courses:

- [Overview – S4H00](#)
- [Sourcing and Procurement – S4500](#) (exam included)
- [Sales – S4600](#) (exam included)

### Classroom Registration Price (CHF)

7950

### Virtual Classroom Registration Price (CHF)

7950

### Course Content

#### SAP S/4HANA - Overview (2 Days) Module 01: SAP S/4HANA Overview

- Describing SAP S/4HANA

#### Module 02: Navigation

- Using SAP Fiori
- Using the SAP Business Client — Optional
- Using SAP Logon (GUI)

#### Module 03: System-Wide Concepts

- Describing Organizational Units
- Describing Master Data Concepts

#### Module 04: Logistics

- Using Purchase-to-Pay Processing
- Using Plan-to-Produce Processing
- Using Order-to-Cash Processing

#### Module 05: Accounting

- Using Financial Accounting (FI)
- Using Management Accounting (CO)

#### Module 06: Human Capital Management (HCM) and SAP SuccessFactors

- Using SAP ERP HCM and SAP SuccessFactors

#### Module 07: Embedded Analytics

- Using Embedded Analytics

#### Module 08: SAP Activate and Best Practices

- Describing SAP Activate and Best Practices

## **Module 09: SAP Services**

- Accessing SAP Services

**SAP S/4HANA - Sourcing and Procurement** *(3 day training, 1 day e-learning and 0.5 day for the certification)*

## **Module 01: Navigation in SAP S/4HANA**

- Identifying the SAP Fiori User Experience
- Working with the SAP GUI

## **Module 02: Processes and Enterprise Structure in Procurement**

- Delineating Procurement Processes
- Identifying the Organizational Units in Procurement

## **Module 03: Plain Procurement Process**

- Creating a Purchase Order
- Posting a Goods Receipt
- Entering an Invoice

## **Module 04: Master Data in Procurement**

- Maintaining Business Partner Master Data
- Maintaining Material Master Data
- Maintaining Purchasing Info Record
- Analyzing Material Valuation

## **Module 05: Stock Material Compared with Consumable Material**

- Comparing Procurement Processes for Stock and Consumption
- Creating a Purchase Requisition
- Creating a Purchase Order with Reference to a Purchase Requisition
- Entering Valuated and Non-Valuated Goods Receipts

## **Module 06: Self-Service Requisition**

- Performing a Self-Service Process
- Confirming a Goods Receipt

## **Module 07: Advanced Transactions in Procurement**

- Maintaining a Purchasing Contract
- Creating a Purchase Requisition with Source Determination
- Using Advanced Transactions for Purchase Order Creation
- Using the Advanced Transaction for Goods Receipt
- Using the Advanced Transaction for Invoice Verification

## **Module 08: Automated Procurement Process**

- Running Materials Requirements Planning

- Generating Purchase Orders Automatically
- Creating Invoices Automatically Using Evaluated Receipt Settlement

### **Module 09: Reporting and Analytics**

- Using Analytical Apps
- Using the Procurement Overview App

### **Module 10: Certification**

- Exam SAP Certified Application Associate - SAP S/4HANA Sourcing and Procurement (C\_TS452)

### **SAP S/4HANA - Sales (3 day training, 1 day e-learning and 0.5 day for the certification) Module 01: Navigation with SAP Fiori**

- Identifying Key Features of SAP Fiori

### **Module 02: Enterprise Structures**

- Identifying Enterprise Structures in SAP S/4HANA Sales

### **Module 03: Overview of Sales Processes**

- Executing SAP S/4HANA Sales Processes
- Processing Sales Documents
- Processing Outbound Deliveries
- Shipping Goods
- Processing Billing Documents

### **Module 04: Master Data**

- Maintaining Business Partner Master Data
- Maintaining Material Master Data
- Maintaining Customer-Material Info Records
- Maintaining Condition Master Data for Pricing
- Explaining Additional Master Data Topics

### **Module 05: Automatic Data Determination and Scheduling**

- Analyzing the Results of Automatic Data Determination
- Analyzing the Results of Delivery and Transportation Scheduling

### **Module 06: Availability Check**

- Performing an Availability Check – Basics
- Performing an Availability Check – Further Topics

### **Module 07: Collective Processing**

- Executing Collective Processing

### **Module 08: Additional Processes in Sales**

- Using Presales Documents

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- Executing Make-to-Order Production
  - Selling Service Products

### **Module 09: Complaints Processing**

- Creating Credit Memo Requests
- Cancelling Billing Documents
- Creating Returns

### **Module 10: Monitoring and Sales Analytics**

- Utilizing the Sales Order Fulfillment App
- Managing Sales Plans
- Using Analytical Apps

### **Module 11: Certification**

- Exam SAP Certified Application Associate - SAP S/4HANA Sales (C\_TS462)

### **Documentation**

- Digital courseware included

### **Exam**

- This training prepares you for the SAP Certified Application Associate - SAP S/4HANA Sourcing and Procurement (C\_TS452) and SAP Certified Application Associate - SAP S/4HANA Sales (C\_TS462) exam included in the course price.

### **Participant profiles**

- Purchasing and inventory managers
- Project managers
- People in charge of business processes

### **Prerequisites**

- No prerequisites

### **Objectives**

- Acquire the necessary skills to use the basic functions of the procurement process
- Use the basic functions of purchasing, inventory management, invoice control, handling of inventory items and consumer items, service management, and customer service
- To be certified "SAP Certified Application Associate - SAP S/4HANA Sourcing and Procurement"
- To be certified "SAP Certified Application Associate - SAP S/4HANA Sales"

### **Niveau**

Fondamental

### **Duration (in Days)**

11

### **Reference**

SAP40-VEN