

# SAP S/4HANA – Sales

## Description

In this official SAP course, you will learn about the fundamental business processes in SAP S/4HANA Sales, including how to perform the most important functions from presales to receipt of customer payment. You will also learn about the key master data in this area. The course also touches on integration with the areas of materials management, manufacturing (make-to-order process) and financial accounting.

This training has the following format:

- 3 days of training
- 1 day of e-learning
- 0.5 day for the certification

## Course Content

### 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
- 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 Official SAP courseware included

## **Exam**

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

## **Participant profiles**

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

## **Prerequisites**

- Basic business knowledge of processes in sales
- Have followed the course or have the knowledge cover by: [SAP S/4HANA Overview](#)

## **Objectives**

- Identify key features of SAP Fiori
- Identify the enterprise structures in SAP S/4HANA Sales
- Execute SAP S/4HANA sales processes
- Process sales documents
- Process outbound deliveries
- Ship goods
- Process billing documents

- Maintain Business Partner / Customer Master Data
- Maintain material master data
- Maintain customer-material info records
- Maintain condition master data for pricing
- Explain additional master data topics
- Analyze the results of automatic data determination
- Analyze the results of delivery and transportation scheduling
- Perform an availability check – basics
- Perform an availability check – further topics
- Execute collective processing
- Use presales documents
- Execute make-to-order production
- Sell service products
- Create credit memo requests
- Cancel billing documents
- Create returns
- Utilize the Sales Order Fulfillment app
- Manage sales plans
- Use analytical apps

#### **Niveau**

Intermédiaire

#### **Classroom Registration Price (CHF)**

3450

#### **Virtual Classroom Registration Price (CHF)**

3450

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

4.5

#### **Reference**

SAP21-S4600