S4600

Business Processes in SAP S/4HANA Sales

COURSE OUTLINE

Course Version: 14
Course Duration:
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### Typographic Conventions

American English is the standard used in this handbook. The following typographic conventions are also used.

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TARGET AUDIENCE
This course is intended for the following audiences:

- Business Process Owner/Team Lead/Power User
- User
Lesson 1: Identifying Key Features of SAP Fiori

Lesson Objectives
After completing this lesson, you will be able to:

• Identify Key Features of SAP Fiori
Lesson 1: Identifying Enterprise Structures in SAP S/4HANA Sales

Lesson Objectives
After completing this lesson, you will be able to:

- Identify the Enterprise Structures in SAP S/4HANA Sales
Lesson 1: Executing SAP S/4HANA Sales Processes

Lesson Objectives
After completing this lesson, you will be able to:

- Execute SAP S/4HANA Sales Processes

Lesson 2: Processing Sales Documents

Lesson Objectives
After completing this lesson, you will be able to:

- Process Sales Documents

Lesson 3: Processing Outbound Deliveries

Lesson Objectives
After completing this lesson, you will be able to:

- Process outbound deliveries

Lesson 4: Shipping Goods

Lesson Objectives
After completing this lesson, you will be able to:

- Ship goods

Lesson 5: Processing Billing Documents

Lesson Objectives
After completing this lesson, you will be able to:

- Process billing documents
Lesson 1: Maintaining Business Partner Master Data

Lesson Objectives
After completing this lesson, you will be able to:

• Maintain customer (business partner) master data

Lesson 2: Maintaining Material Master Data

Lesson Objectives
After completing this lesson, you will be able to:

• Maintain material master data

Lesson 3: Maintaining Customer-Material Info Records

Lesson Objectives
After completing this lesson, you will be able to:

• Maintain Customer-Material Info Records

Lesson 4: Maintaining Condition Master Data for Pricing

Lesson Objectives
After completing this lesson, you will be able to:

• Maintain condition master data for pricing

Lesson 5: Explaining Additional Master Data Topics

Lesson Objectives
After completing this lesson, you will be able to:

• Explain additional master data topics
UNIT 5
Automatic Data Determination and Scheduling

Lesson 1: Analyzing the Results of Automatic Data Determination

Lesson Objectives
After completing this lesson, you will be able to:

• Analyze the results of automatic data determination

Lesson 2: Analyzing the Results of Delivery and Transportation Scheduling

Lesson Objectives
After completing this lesson, you will be able to:

• Analyze the results of delivery and transportation scheduling
Lesson 1: Performing an Availability Check - Basics

Lesson Objectives
After completing this lesson, you will be able to:

- Perform an availability check - basics

Lesson 2: Performing an Availability Check - Further Topics

Lesson Objectives
After completing this lesson, you will be able to:

- Perform an availability check - further topics
Lesson 1: Executing Collective Processing

Lesson Objectives
After completing this lesson, you will be able to:

- Execute Collective Processing
Lesson 1: Using Presales Documents

Lesson Objectives
After completing this lesson, you will be able to:

● Use Presales Documents

Lesson 2: Executing Make-to-Order Production

Lesson Objectives
After completing this lesson, you will be able to:

● Execute Make-to-Order Production

Lesson 3: Selling Service Products

Lesson Objectives
After completing this lesson, you will be able to:

● Sell Service Products
Lesson 1: Creating Credit Memo Requests
Lesson Objectives
After completing this lesson, you will be able to:
• Create Credit Memo Requests

Lesson 2: Cancelling Billing Documents
Lesson Objectives
After completing this lesson, you will be able to:
• Cancel Billing Documents

Lesson 3: Creating Returns
Lesson Objectives
After completing this lesson, you will be able to:
• Create Returns
Lesson 1: Utilizing the Sales Order Fulfillment Monitor

Lesson Objectives
After completing this lesson, you will be able to:

• Utilize the Sales Order Fulfillment Monitor

Lesson 2: Managing Sales Plans

Lesson Objectives
After completing this lesson, you will be able to:

• Manage Sales Plans

Lesson 3: Using Analytical Apps

Lesson Objectives
After completing this lesson, you will be able to:

• Use Analytical Apps