

S4SD1

SAP S/4HANA Sales - Functions and Innovations

COURSE OUTLINE

Course Version: 09

Course Duration: 1 Day(s)

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Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation	
Demonstration	
Procedure	
Warning or Caution	
Hint	
Related or Additional Information	
Facilitated Discussion	
User interface control	<i>Example text</i>
Window title	<i>Example text</i>

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Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Application Consultant
- Business Analyst
- Business Process Architect
- Business Process Owner/Team Lead/Power User

Lesson 1: SAP S/4HANA Enterprise Management: Sales Innovations Overview

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the content of this course
- Outline the scope of changes in Sales and Billing

Lesson 1: Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Fiori coverage of sales and billing applications
- Use business roles in sales and billing
- Use business catalogs assigned to business roles in sales and billing

Lesson 1: Overview

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the basics of the SAP S/4HANA simplifications
- Access and check the SAP S/4HANA simplifications list in the area of Sales

Lesson 2: Data Model Simplifications

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the data model simplifications

Lesson 3: Business Partner Approach

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the business partner approach

Lesson 1: Advanced Available-To-Promise

Lesson Objectives

After completing this lesson, you will be able to:

- Use the advanced ATP features of SAP S/4HANA Sales

Lesson 2: Sale from Stock

Lesson Objectives

After completing this lesson, you will be able to:

- Execute a Sale from Stock process

Lesson 3: Billing Document Output Management

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the new output management for billing documents

Lesson 4: Credit Management

Lesson Objectives

After completing this lesson, you will be able to:

- Explain credit management in SAP S/4HANA Sales

Lesson 5: Revenue Accounting

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the revenue accounting functions in SAP S/4HANA Sales

Lesson 6: Settlement Management: Rebate

Lesson Objectives

After completing this lesson, you will be able to:

- Explain rebate functionality

Lesson 1: Overview of Performance Management and Analytics in Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Outline the scope of performance management and analytics in Sales and Billing

Lesson 2: SAP Smart Business for Sales Order Fulfillment

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Smart Business for Sales Order Fulfillment