

Business Processes in SAP S/4HANA Sales

COURSE OUTLINE

Course Version: 05 Course Duration: 4 Day(s)

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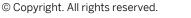
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iii

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	1 2 3
Warning or Caution	
Hint	
Related or Additional Information	>
Facilitated Discussion	
User interface control	Example text
Window title	Example text

Contents

vii Course Overview

1	Unit 1:	Key Features of SAP Fiori
1		Lesson: Identifying Key Features of SAP Fiori
3	Unit 2:	Enterprise Structures
3		Lesson: Identifying Enterprise Structures in SAP S/4HANA Sales
5	Unit 3:	Overview of Sales Processes
5 5 5 5 5		Lesson: Executing SAP S/4HANA Sales Processes Lesson: Processing Sales Documents Lesson: Processing Outbound Deliveries Lesson: Shipping Goods Lesson: Processing Billing Documents
7	Unit 4:	Master Data
7 7 7 7 7		Lesson: Maintaining Business Partner Master Data Lesson: Maintaining Material Master Data Lesson: Maintaining Customer-Material Info Records Lesson: Maintaining Condition Master Data for Pricing Lesson: Explaining Additional Master Data Topics
9	Unit 5:	Automatic Data Determination and Scheduling
9 9		Lesson: Analyzing the Results of Automatic Data Determination Lesson: Analyzing the Results of Delivery and Transportation Scheduling
11	Unit 6:	Availability Check
11 11		Lesson: Performing an Availability Check - Basics Lesson: Performing an Availability Check - Further Topics
13	Unit 7:	Collective Processing
13		Lesson: Executing Collective Processing
15	Unit 8:	Additional Processes in Sales
15 15		Lesson: Using Presales Documents Lesson: Executing Make-to-Order Production



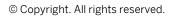
17	Unit 9:	Complaints Processing
17		Lesson: Creating Credit Memo Requests
17		Lesson: Cancelling Billing Documents
17		Lesson: Creating Returns
19	Unit 10:	Monitoring and Sales Analytics
19		Lesson: Utilizing the Sales Order Fulfillment Monitor
19		Lesson: Using Analytical Apps

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

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





vii

UNIT 1 Key Features of SAP Fiori

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



UNIT 2 Enterprise Structures

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



UNIT 3 **Overview of Sales Processes**

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





UNIT 4 Master Data

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 4: Master Data

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



UNIT 6 Availability Check

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



UNIT 7 Collective Processing

Lesson 1: Executing Collective Processing

Lesson Objectives

After completing this lesson, you will be able to:

• Execute Collective Processing



UNIT 8 Additional Processes in Sales

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



UNIT 9 Complaints Processing

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



UNIT 10 Monitoring and Sales Analytics

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: Using Analytical Apps

Lesson Objectives

After completing this lesson, you will be able to:

• Use Analytical Apps

