

# Training for SAP S/4HANA – Delta in Sales (SD)

Prerequisites: Knowledge about sales processes in SAP ERP

Course Code	Topic for SAP S/4HANA – Delta in Sales (SD)	Duration in Days (2 Hours / Day)
S4H00	SAP S/4HANA Overview	6
S4LG1	Innovative Logistics Processes in SAP S/4HANA Enterprise Management	7
S4SD1	Functions & Innovations in SAP S/4HANA Sales	8
	<b>Total Days</b>	<b>21 Days</b>

## 1. S4H00 - SAP S/4HANA Overview

### Content

- SAP S/4HANA Overview
- Navigation
  - SAP Fiori UX
  - SAP Business Client
  - SAP Logon
- System-wide concepts
  - Organizational elements
  - Master data concept (e.g. material master, business partner)
- Logistics capabilities
  - Purchase-to-pay processing

- Plan-to-Produce processing
  - Order-to-Cash processing
- Embedded Analytics
- SAP Activate
  - Best Practices content

## **2. S4LG1 - Innovative Logistics Processes in SAP S/4HANA Enterprise Management**

### **Content**

- SAP S/4HANA Enterprise Management: Motivation and Overview
- SAP S/4HANA Enterprise Management: Simplification List
- New User Experience: SAP Fiori UX
- SAP S/4HANA Enterprise Management: Planning
  - Demand Planning, MRP Live, Advanced Planning (PP/DS)
- SAP S/4HANA Enterprise Management: Execution
  - External Procurement and Inventory Management, Production, Embedded Extended Warehouse Management (EWM), Order Fulfillment including Advanced ATP, Transportation Management
- SAP S/4HANA Enterprise Management: Real-Time Analytics
- SAP S/4HANA Enterprise Management: System Conversion
- Enterprise Management: Summary

### 3. S4SD1 - Functions & Innovations in SAP S/4HANA Sales

#### Content

- SAP S/4HANA Enterprise Management: Sales Innovations Overview
  - SAP S/4HANA Enterprise Management: Sales Innovations Overview
- Business Roles and Business Catalogs in Sales and Billing
  - Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales
- Simplifications in SAP S/4HANA Sales
  - Overview
  - Data Model Simplifications
  - Business Partner Approach
- Best Practices in Sales Order and Contract Management
  - Advanced Available-To-Promise
  - Sale from Stock
  - Billing Document Output Management
  - Credit Management
  - Revenue Accounting
  - Settlement Management: Rebate
- Performance Management and Analytics in SAP S/4HANA Sales
  - Overview of Performance Management and Analytics in Sales
  - SAP Smart Business for Sales Order Fulfillment

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