SAP S/4 HANA Sales Course Content:

Introduction to SAP SD Basics and functionality

S4H00
Introduction to SAP S/4HANA
SAP S/4HANA user experience
SAP HANA powers SAP S/4HANA
SAP Activate for SAP S/4HANA
SAP S/4HANA Enterprise Management, LoB solutions and add-ons
SAP S/4HANA embedded analytics
Integration between SAP S/4HANA Core and SAP Cloud solutions
S4SD1
SAP S/4HANA Sales – Simplifications
Overview
Business Partner Approach
Data Model Simplifications
Sales Analytics
Billing Document Output Management
SAP S/4HANA Best Practice – Sale from Stock
SAP Smart Business for Sales Order Fulfilment
SAP Smart Business for Sales Order Fulfilment

S4600
Automatic Data Determination and Scheduling
Analysing the Results of Automatic Data Determination
Analysing the Results of Delivery and Transportation Scheduling
Availability Check
Performing an Availability Check – Basics
Performing an Availability Check – Further Topics
Collective Processing
Executing Collective Processing
Additional Processes in Sales
Using Presales Documents
Executing Make-to-Order Production
Selling Service Products
Complaints Processing
Creating Credit Memo Requests
Cancelling Billing Documents
Creating Returns
Monitoring and Sales Analytics