S46200 - Pricing in SAP S/4HANA Sales Training

Duration: **3 Day**

BILGINC IT Academy
info@bilginc.com
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This course provides a comprehensive understanding of pricing functionality and configuration in SAP S/4HANA Sales. Participants will learn the principles of the pricing procedure, condition technique, pricing customization, and advanced pricing features used in sales processes. The course also introduces Condition Contract Management and provides practical troubleshooting exercises.

Software Version

This course is based on:

- SAP S/4HANA 2023

Notes

Pricing for Variant Configuration is covered separately in the**S4105 – Variant Configuration in SAP S/4HANA Enterprise Management** course.

Pricing processes related to preliminary costing for make-to-order production are explained in the **S4F25 – Cost Object Controlling in SAP S/4HANA** course.

Prerequisites

Essential

- **S46000 – SAP S/4HANA Sales Essentials**

Recommended

- **S46050 - Customizing Fundamentals in SAP S/4HANA Sales**

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Who Should Attend

This course is intended for:

- Application Consultants
- Business Process Architects
- Business Analysts
- Business Process Owners
- Team Leads and Power Users
- Developers
- Development Consultants
- Enterprise Architects
- Help Desk & CoE Support Teams
- Solution Architects

What You Will Learn

Upon completing this course, participants will be able to:

- Understand the pricing framework in SAP S/4HANA Sales.
- Configure pricing procedures and pricing-related settings.
- Maintain condition records using different maintenance methods.
- Implement advanced pricing features such as condition exclusion and group conditions.
- Configure statistical and special condition types.
- Analyze tax condition determination during pricing.
- Understand the fundamentals of Condition Contract Management (Sales Rebates).
- Identify and resolve common pricing configuration issues through practical exercises.

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Training Outline

Pricing Fundamentals

- Introduction to pricing in SAP S/4HANA Sales
- Understanding the Condition Technique
- Pricing procedure concepts

Pricing Configuration

- Configuring pricing procedures
- Defining pricing-related customizing settings

Condition Record Management

- Creating and maintaining condition records
- Using different maintenance approaches

Advanced Pricing Functions

- Condition exclusion
- Group conditions
- Special pricing scenarios

Special Condition Types

- Configuring special condition types
- Working with statistical condition types

Tax Determination

- Understanding tax condition determination
- Analyzing tax calculation during pricing

Condition Contract Management

- Introduction to Condition Contract Management
- Sales rebate processing concepts

Troubleshooting Workshop

- Analyzing pricing determination
- Resolving common pricing configuration issues
- Practical workshop exercises