S46000 - SAP S/4HANA Sales Essentials Training

Duration: **2 Day**

BILGINÇ IT Academy
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Overview

The **SAP S/4HANA Sales Essentials course** provides a comprehensive introduction to sales processes within SAP environments. It helps participants understand the core components, organizational structure, and key functions of SAP S/4HANA Sales.

This training focuses on:

- SAP S/4HANA sales processes
- Sales organizational structure
- Master data management
- Presales document usage
- Sales analytics and monitoring

Based on Software Release

- SAP S/4HANA 2023 FP00

Prerequisites

Essential:

- None

Recommended:

- None

Who Should Attend

This course is designed for:

- Application Consultants
- Business Process Architects
- Business Analysts
- Business Process Owners / Team Leads / Power Users
- Help Desk / CoE Support
- Solution Architects

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What You Will Learn

After completing this course, you will be able to:

- Understand the essentials of SAP S/4HANA Sales
- Manage sales processes effectively
- Maintain and use master data
- Work with presales documents
- Utilize sales analytics and monitoring tools

Outline

- Getting started in SAP S/4HANA Sales
- Enterprise structure and organizational units
- Maintaining master data
- Using presales documents
- Sales analytics and monitoring