S4SD1 - SAP S/4HANA Sales - Functions and Innovations Training

Duration: **2 Day**

BILGINÇ IT Academy
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Overview

The **SAP S/4HANA Sales – Functions and Innovations course** is designed for participants familiar with SAP ERP 6.0 Sales who want to understand the new features and functionalities available in SAP S/4HANA.

The course also covers **analytical capabilities in SAP S/4HANA Sales**, enabling users to leverage modern reporting and monitoring tools.

This training focuses on:

- Innovations in SAP S/4HANA Sales
- Differences between SAP ERP and SAP S/4HANA
- Order-to-cash processes
- SAP Fiori Launchpad usage
- Sales analytics and reporting

Based on Software Release

- SAP S/4HANA 2023 FPS00

Prerequisites

Essential:

- Knowledge of sales and billing in SAP ERP

Recommended:

- None

Who Should Attend

This course is designed for:

- Application Consultants
- Business Process Architects
- Business Process Owners / Team Leads / Power Users
- Program and Project Managers

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What You Will Learn

After completing this course, you will be able to:

- Understand and work with SAP S/4HANA Sales
- Describe billing changes compared to SAP ERP
- Execute order-to-cash processes using SAP Fiori
- Utilize analytical features in SAP S/4HANA Sales

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Outline

SAP S/4HANA Sales Innovations

- Introduction to SAP S/4HANA and Sales
- Identifying innovations

SAP Fiori and UX

- Introduction to SAP Fiori
- Business roles and catalogs
- SAP Fiori Launchpad architecture

Data Model Simplification

- Simplification Item Catalog
- Data model changes
- Business Partner concept

Sales Process Management

- Sales order and contract management
- Standard sales process
- Advanced Available-To-Promise (aATP)
- Customer returns
- Intercompany sales

Financial and Operational Processes

- SAP Credit Management
- Settlement Management
- Billing functionality and innovations
- Preliminary billing documents
- SAP Digital Payments integration

Integration and APIs

- OData APIs for billing documents

Analytics and Reporting

- SAP S/4HANA Sales analytics
- SAP Smart Business
- Sales order tracking
- Sales planning and controlling

Intelligent Enterprise & AI

- SAP Intelligent Enterprise
- SAP Business Technology Platform (BTP)
- SAP Business AI and Joule opportunities

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