# TS460 - Sales in SAP S/4HANA Academy Part I Training

Duration: **9 Day**

BILGINÇ IT Academy
info@bilginc.com
bilginc.com

## Overview

**Sales in SAP S/4HANA Academy Part I** provides a detailed exploration of the core and advanced functions used within SAP S/4HANA sales processes. The course is designed to develop participants' ability to work with sales functionality while also building an understanding of the key customizing settings that support these processes.

The programme begins with an introduction to the SAP S/4HANA sales process and progresses through organisational structures, master data, sales orders, and Business Partner functionality. Participants learn how to create and process different types of sales orders and understand how partner determination is used within sales processes.

The course then examines important Sales Customizing components, including sales document types, item categories, schedule line categories, and copying control. Contracts, scheduling agreements, and special business transactions are also covered to provide a broader understanding of sales configuration.

Additional topics include essential sales functions such as the incompletion log, material determination, product selection, material listing and exclusion, and free goods. A **TS460-based Sales Case Study** provides an opportunity to bring the different topics together within an integrated sales scenario.

### Course Based on Software Release

The course is based on:

- **SAP S/4HANA 2022**

## Prerequisites

### Essential

Participants should have basic business knowledge of sales and distribution processing.

### Recommended

The following courses or equivalent knowledge are recommended:

- **S4H00 – SAP S/4HANA Overview**
- **TS410**

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## Who Should Attend

This course is intended for:

- Application Consultants
- Business Analysts
- Solution Architects

## What You Will Learn

By the end of this course, participants will be able to:

- Explain the structure and key elements of sales processes in SAP S/4HANA,
- Understand organisational structures used in Sales and Distribution,
- Recognise the role of master data within sales processes,
- Create and process different types of sales orders,
- Use Business Partners and Partner Functions within SAP S/4HANA sales processes,
- Set up Partner Determination Procedures,
- Understand key customizing settings for sales document types, item categories, and schedule line categories,
- Work with copying control within sales processes,
- Understand contracts, scheduling agreements, and special business transactions,
- Configure and use essential sales functions.

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## Outline

### Introduction to the Sales Process in SAP S/4HANA

- Explore the overall structure of the SAP S/4HANA sales process
- Understand the main activities and components involved in sales processing

### Organisational Structures in Sales and Distribution

- Explore organisational structures used within Sales and Distribution
- Understand how organisational units support sales processes

### Master Data

- Review the key master data used within SAP S/4HANA sales
- Understand how master data supports sales transactions

### Sales

- Create different types of sales orders
- Process and manage sales orders

### Business Partners

- Use Partner Functions in SAP S/4HANA sales processes
- Set up Partner Determination Procedures

### Sales Customizing

- Sales document types
- Item categories
- Schedule line categories
- Copying control
- Contracts and scheduling agreements
- Special business transactions

### Sales Basic Functions

- Work with the incompletion log
- Use material determination and product selection
- Work with material listing and exclusion
- Set up free goods

### Sales Case Study

- Complete a sales case study based on**TS460**
- Apply the sales concepts covered throughout the course within an integrated scenario