C4H410 - SAP Sales Cloud Training

BILGINC IT Academy
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bilginc.com

Duration: **2 Day**

Course based on software release:

- SAP Cloud for Customer 2311

Prerequisites

Essential

- CRM/Sales domain knowledge

Recommended

- SAP Cloud for Customer experience
- To gain certification expertise in SAP Sales Cloud, pair this course with C4H440 –SAP Cloud for Customer Administration. These courses are usually scheduled back to back, so both can be attended in the same week.

Who Should Attend

- Business Analyst
- Business Process Owner / Team Lead / Power User
- System Administrator
- Trainer
- User

What You Will Learn

- This course will prepare you to:
  - Better understand SAP Sales Cloud
  - Translate customer business needs to best practice business scenarios in SAP Sales Cloud
  - Understand the sales solution to manage business processes
  - Explore Lead Management to nurture Leads and convert them to Opportunities
  - Define Sales Methodology process to streamline Opportunity process
  - Describe Sales Contracts in SAP Sales Cloud
  - Explore Sales Quote and Order management functionalities with replications to connected SAP backend system
  - Explore functionalities which enables sales personal to plan and record customer visits and activities
  - Understand key features and functions of pricing in SAP Sales Cloud
  - Configure Sales Target Planning to carry out top down sales planning
  - Describe the integration scenarios available with SAP Sales Cloud

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Training Outline

- Introduction to SAP Sales Cloud
  - Articulating the Functional Capabilities of SAP Sales Cloud
- Lead Management
  - Articulating the Functional Capabilities of Lead Management
- Opportunity Management
  - Articulating the Functional Capabilities of Opportunity Management
- Quotation Management
  - Articulating the Functional Capabilities of Quotation Management
- Sales Contracts
  - Articulating the Functionality Capabilities of Sales Contracts
- Order Management
  - Articulating the Functional Capabilities of Order Management
- Activity Management
  - Articulating the Functional Capabilities of Activity Management
- Visit Planning and Execution
  - Articulating the Functional Capabilities of Visit Management
- Sales Planning and Forecasting
  - Articulating the Functional Capabilities of Sales Planning and Forecasting
- Pricing
  - Obtaining an Overview of the Pricing Topic in SAP Sales Cloud
- SAP Sales Cloud Add-Ons
  - Describing Add-On features in SAP Sales Cloud