S4605 - Sales Processing in SAP S/4HANA Sales Training

Duration: **5 Day**

BILGINC IT Academy
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Course based on software release:

- SAP S/4HANA 2022FP00

Prerequisites

Essential

- S4600

Recommended

- None

Who Should Attend

- Application Consultant
- Business Process Architect
- Business Analyst
- Business Process Owner / Team Lead / Power User
- Developer
- Development Consultant
- Enterprise Architect
- Help Desk/CoE Support
- Solution Architect

What You Will Learn

- This course will prepare you to:
  - Gain a detailed knowledge of using the functions in sales.
  - Know the different sales processes and its settings
  - Make the relevant customizing settings for sales documents

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Training Outline

- Introduction to the Sales Process in SAP S/4HANA Sales
- Setting up the Enterprise Structures in Sales
- Sales Order Processing – Special Features & Source of Data
- Customizing of Sales Documents – Setting up of a Sales Document Type, Item Categories and Schedule Line Categories.
- Data Flow – Setting up the Copying Control in Sales
- Special Business Processes
- Incomplete Documents - Handling and Setting Up
- Partner Functions in Sales
- Outline Agreements – Scheduling Agreement & Contracts
- Material Determination
- Material Listing and Exclusion
- Free Goods
- Sales Workshop - Setting up entire Sales Scenarios