S46050 - Customizing Fundamentals in SAP S/4HANA Sales Training

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Duration: **3 Day**

Overview

The **Customizing Fundamentals in SAP S/4HANA Sales course** provides a comprehensive introduction to configuring **Sales & Distribution (SD)** processes in SAP S/4HANA.

It focuses on detailed usage of sales functions and the required customizing settings for sales documents.

This training covers:

- SAP S/4HANA Sales processes and configuration
- Sales document customization
- Customer and business partner setup
- Core SD configuration settings

Based on Software Release

- SAP S/4HANA 2023 FP00
- SAP S/4HANA 2023 FPS0P

Prerequisites

Essential:

- S46000

Recommended:

- None

Who Should Attend

This course is designed for:

- Administrators
- Architects
- Business Users
- Consultants
- Data Analysts
- Developers

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What You Will Learn

After completing this course, you will be able to:

- Use SAP S/4HANA sales functions effectively
- Configure sales document types and structures
- Set up customer master data and business partners
- Apply customizing settings for sales processes

Outline

Enterprise Structure

- Setting up Sales & Distribution organizational structure

Master Data Configuration

- Business partner configuration
- Customer master data

Sales Document Configuration

- Sales document types
- Item categories
- Schedule line categories

Special Functions

- SAP S/4HANA Sales special functions

Copy Control

- Copying control between sales documents

Partner Functions

- Partner function setup
- Partner determination