

Processes in SAP S/4HANA Sales



Przeznaczenie szkolenia

Audience:

- Application Consultant
- Process Owner / Team Lead / Power User
- Program / Project Manager
- User



Korzyści wynikające z ukończenia szkolenia

This course will prepare you to:

- Navigate in S/4HANA using the SAP Fiori Launchpad
- Maintain master data for sales processes
- Execute sales processes
- Describe features that are relevant during the process (e.g. availability check)
- Handle customer complaints
- Utilize reporting functions in sales



Opis egzaminu

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Oczekiwane przygotowanie słuchaczy

Essential – Basic business knowledge of processes in Sales and Distribution

Recommended – S4H00 (SAP S/4HANA Overview)

Uwaga! Szkolenia autoryzowane przez SAP dostarczane w formule szkoleń otwartych, realizowane są w siedzibie SAP Polska przy ul. Wołoskiej 5 w Warszawie. Dla wybranych szkoleń możliwy jest udział zdalny.



Język szkolenia

- Szkolenie: polski
- Materiały: angielski



Szkolenie obejmuje

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Czas trwania

4 dni / 30 godzin

Agenda szkolenia

1. Key Features of SAP Fiori
 - Identifying Key Features of SAP Fiori
2. Enterprise Structures
 - Identifying Enterprise Structures in SAP S/4HANA Sales
3. Overview of Sales Processes
 - Executing SAP S/4HANA Sales Processes
 - Processing Sales Documents
 - Processing Outbound Deliveries
 - Shipping Goods
 - Processing Billing Documents
4. Master Data
 - Maintaining Business Partner Master Data

- Maintaining Material Master Data
 - Maintaining Customer-Material Info Records
 - Maintaining Condition Master Data for Pricing
 - Explaining Additional Master Data Topics
5. Automatic Data Determination and Scheduling
- Analyzing the Results of Automatic Data Determination
 - Analyzing the Results of Delivery and Transportation Scheduling
6. Availability Check
- Performing an Availability Check – Basics
 - Performing an Availability Check – Further Topics
7. Collective Processing
- Executing Collective Processing
8. Additional Processes in Sales
- Using Presales Documents
 - Executing Make-to-Order Production
 - Selling Service Products
9. Complaints Processing
- Creating Credit Memo Requests
 - Cancelling Billing Documents
 - Creating Returns
10. Monitoring and Sales Analytics
- Utilizing the Sales Order Fulfillment Monitor
 - Using Analytical Apps
 - Course based on software release: SAP S/4HANA 1610 Sales