

kod szkolenia: SAP/S4605 / Std

Sales Processing in SAP S/4HANA Sales



Przeznaczenie szkolenia

This course is suitable for:

- Application Consultant
- Business Analyst
- Solution Architect



Korzyści wynikające z ukończenia szkolenia

- 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



Opis egzaminu

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Oczekiwane przygotowanie słuchaczy

This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions.



Język szkolenia

- Szkolenie: polski
- Materiały: angielski



Szkolenie obejmuje

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Czas trwania

5 dni / 38 godzin

Agenda szkolenia

- Introduction to the Sales Process in SAP S/4HANA
 - Processing Sales Documents
- Enterprise Structures in Sales and Distribution
 - Setting Up Enterprise Structures
- Sales Order Processing
 - Identifying Sources of Document Data
 - Using Additional Functions During Sales Order Processing
- Sales Document Customizing
 - Controlling Sales Processes
 - Defining Sales Document Types
 - Applying Item Categories
 - Interpreting the Item Category Determination
 - Using Bills of Material in Sales Documents
 - Applying Schedule Line Categories
 - Interpreting the Schedule Line Category Determination
- Data Flow
 - Interpreting the Document Flow of Sales Processes
 - Setting Up the Copying Control

- Special Business Processes
 - Executing Special Business Processes (Different types of sales orders and consignment processing)
- Incomplete Documents
 - Handling Incomplete Documents
 - Setting Up an Incompletion Procedure
- Business Partners
 - Using Partner Functions in Sales Processes in SAP S/4HANA
 - Setting Up Partner Determination Procedures
 - Business Partner Integration for Customer
- Outline Agreements
 - Using Different Types of Outline Agreements
 - Interpreting the Set-Up of Value Contracts
 - Setting Up Specific Contract Data
- Material Determination
 - Setting Up Material Determination
- Material Listing and Exclusion
 - Setting Up Master Data for Material Listing / Exclusion
- Free Goods
 - Setting Up the Determination of Free Goods
- Sales Scenarios
 - Setting Up a Cash Sales Scenario
 - Controlling the Usage of Bills of Material in a Sales Order
 - Setting Up a Material Determination Scenario