

S4SD1

SAP S/4HANA Sales - Functions and Innovations

COURSE OUTLINE

Course Version: 12

Course Duration:

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Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation	
Demonstration	
Procedure	
Warning or Caution	
Hint	
Related or Additional Information	
Facilitated Discussion	
User interface control	<i>Example text</i>
Window title	<i>Example text</i>

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Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Business Analyst
- Business Process Architect
- Business Process Owner/Team Lead/Power User

Lesson 1: SAP S/4HANA Enterprise Management: Sales Innovations Overview

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the content of this course
- Outline the scope of changes in Sales and Billing

Lesson 1: Overview of Sales Roles, Sales Catalogs, and SAP Fiori for Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Fiori coverage of sales and billing applications
- Use business roles in sales and billing
- Use business catalogs assigned to business roles in sales and billing

Lesson 1: Overview

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the basics of the SAP S/4HANA simplifications
- Access and check the SAP S/4HANA simplifications list in the area of Sales

Lesson 2: Data Model Simplifications

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the data model simplifications

Lesson 3: Business Partner Approach

Lesson Objectives

After completing this lesson, you will be able to:

- Describe the business partner approach

Lesson 1: Advanced Available-To-Promise

Lesson Objectives

After completing this lesson, you will be able to:

- Use the advanced ATP features of SAP S/4HANA Sales

Lesson 2: Sale from Stock

Lesson Objectives

After completing this lesson, you will be able to:

- Execute a Sale from Stock process

Lesson 3: New Billing Functions

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the new SAP Fiori Apps for billing
- Describe the new output management for billing documents
- Use the integration of SAP Digital Payments Add-on in sales
- Explain OData APIs for billing documents
- Use the Billing Data Spreadsheet Importer for omnichannel convergent billing

Lesson 4: Credit Management

Lesson Objectives

After completing this lesson, you will be able to:

- Explain credit management in SAP S/4HANA Sales

Lesson 5: Revenue Accounting

Lesson Objectives

After completing this lesson, you will be able to:

- Explain the revenue accounting functions in SAP S/4HANA Sales

Lesson 6: Settlement Management: Rebate

Lesson Objectives

After completing this lesson, you will be able to:

- Explain rebate functionality

Lesson 7: New Customer Return and Credit Memo Functions

Lesson Objectives

After completing this lesson, you will be able to:

- Manage and monitor the status of customer returns
- Understand workflow capabilities of the credit memo request process

Lesson 1: Overview of Performance Management and Analytics in Sales

Lesson Objectives

After completing this lesson, you will be able to:

- Outline the scope of performance management and analytics in Sales and Billing

Lesson 2: SAP Smart Business for Sales Order Fulfillment

Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Smart Business for Sales Order Fulfillment
- Create a new sales plan

Lesson 3: Sales Planning and Controlling

Lesson Objectives

After completing this lesson, you will be able to:

- Explore the possibilities for a sales performance analysis with SAP Fiori

Lesson 1: An Introduction to Leonardo

Lesson Objectives

After completing this lesson, you will be able to:

- Understand Leonardo and its core components

Lesson 2: SAP CoPilot

Lesson Objectives

After completing this lesson, you will be able to:

- Understand the SAP CoPilot landscape and technology

Lesson 3: Intelligent Core Used in Sales in SAP Fiori Apps

Lesson Objectives

After completing this lesson, you will be able to:

- Understand language processing and predictive analysis used in SAP Fiori Apps