

Sales in SAP S/4HANA - Academy Part I 1/2

PARTICIPANT HANDBOOK INSTRUCTOR-LED TRAINING

Course Version: 14 Course Duration: 10 Day(s) Material Number: 50151951

Contents

ix Course Overview

1	Unit 1:	Navigation with SAP Fiori
2		Lesson: Identifying Key Features of SAP Fiori
9		Exercise 1: Utilize the SAP Fiori Launchpad
13	Unit 2:	Enterprise Structures
14 25		Lesson: Identifying Enterprise Structures in SAP S/4HANA Sales Exercise 2: Describe the Organizational Structures in SAP S/ 4HANA Sales
33	Unit 3:	Overview of Sales Processes
35		Lesson: Executing SAP S/4HANA Sales Processes
42		Lesson: Processing Sales Documents
45		Exercise 3: Create a Sales Order
51		Exercise 4: Display a Sales Order
55		Lesson: Processing Outbound Deliveries
59		Exercise 5: Create an Outbound Delivery
63		Lesson: Shipping Goods
67 72		Exercise 6: Pick Goods
72		Lesson: Processing Billing Documents Exercise 7: Create a Billing Document
81		Exercise 8: Post an Incoming Payment
85	Unit 4:	Master Data
87		Lesson: Maintaining Business Partner Master Data
93		Exercise 9: Create Customer Master Data
101		Exercise 10: Work with Business Partner Master Data
106		Lesson: Maintaining Material Master Data
109		Exercise 11: Create a Material Master Record
117 121		Lesson: Maintaining Customer-Material Info Records Exercise 12: Create a Customer-Material Info Record
121		Lesson: Maintaining Condition Master Data for Pricing
120		Exercise 13: Create a Condition Master Record (Sales Price)
131		Exercise 14: Create a Condition Master Record (Discount)
139		Exercise 15: Describe the Background of Condition Master Data
142		Lesson: Explaining Additional Master Data Topics
147		Exercise 16: Create Item Proposals



159	Unit 5:	Automatic Data Determination and Scheduling
160 167		Lesson: Analyzing the Results of Automatic Data Determination Exercise 18: Check the Results of Automatic Data Determination
173		Lesson: Analyzing the Results of Delivery and Transportation Scheduling
179		Exercise 19: Check the Results of Delivery and Transportation Scheduling
185	Unit 6:	Availability Check
186		Lesson: Performing an Availability Check - Basics
191		Exercise 20: Check the Main Factors Influencing the Availability Check
197		Exercise 21: Check the Transfer of Requirements
201		Exercise 22: Check the Settings for Complete or Partial Deliveries
206		Lesson: Performing an Availability Check - Further Topics
215		Exercise 23: Perform Availability Checks
221		Exercise 24: Describe the Functions of the Availability Check
227	Unit 7:	Collective Processing
228		Lesson: Executing Collective Processing
233		Exercise 25: Create Outbound Deliveries via Collective Processing
237		Exercise 26: Complete Shipping Functions Using Collective Processing
241		-
241		Exercise 27: Create Billing Documents Using Collective Processing
241 247	Unit 8:	Exercise 27: Create Billing Documents Using Collective
	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents
247 248 251	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents Exercise 28: Create Presales Documents
247 248 251 257	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents Exercise 28: Create Presales Documents Exercise 29: Describe the Processing of Presales Documents
247 248 251 257 260	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents Exercise 28: Create Presales Documents Exercise 29: Describe the Processing of Presales Documents Lesson: Executing Make-to-Order Production
247 248 251 257 260 263	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents Exercise 28: Create Presales Documents Exercise 29: Describe the Processing of Presales Documents Lesson: Executing Make-to-Order Production Exercise 30: Execute Make-to-Order Production
247 248 251 257 260	Unit 8:	Exercise 27: Create Billing Documents Using Collective Processing Additional Processes in Sales Lesson: Using Presales Documents Exercise 28: Create Presales Documents Exercise 29: Describe the Processing of Presales Documents Lesson: Executing Make-to-Order Production

279	Unit 9:	Complaints Processing
280		Lesson: Creating Credit Memo Requests
285		Exercise 32: Create a Credit Memo Request
292		Lesson: Cancelling Billing Documents
293		Exercise 33: Cancel a Billing Document
296		Lesson: Creating Returns
299		Exercise 34: Create a Return
303	Unit 10:	Monitoring and Sales Analytics
304		Lesson: Utilizing the Sales Order Fulfillment Monitor
311		Exercise 35: Use the Sales Order Fulfillment Monitor
315		Lesson: Managing Sales Plans
317		Lesson: Using Analytical Apps
321		Exercise 36: Analyze Sales Data Using Analytical Apps
325	Unit 11:	Introduction
326		Lesson: Introduction to the Sales and Distribution Process
329		Exercise 37: Introduction to the Sales and Distribution Process
347	Unit 12:	Enterprise Structures in Sales and Distribution
	•	
348		Lesson: Enterprise Structures in Sales and Distribution
359		Exercise 38: Enterprise Structures in Sales and Distribution
373	Unit 13:	Sales Order Processing
274		
374		Lesson: Source of Data
385		Exercise 39: Influence of the Customer Master Data for the
205		Order Processing
395		Exercise 40: Master Data Synchronization-Customer/Vendor-
		Integration
407		Integration Lesson: Order Processing – Special Features





Sales in SAP S/4HANA - Academy Part I 2/2

PARTICIPANT HANDBOOK INSTRUCTOR-LED TRAINING

Course Version: 14 Course Duration: 10 Day(s) Material Number: 50151951

Contents

ix Course Overview

1	Unit 1:	Controlling Sales Documents
3		Lesson: Basic Principles of Business Process Control
6		Lesson: Controlling Sales Documents - Sales Document Type
9		Exercise 1: Controlling Sales Documents with Sales Document
		Types
20		Lesson: Controlling Sales Documents - Item Category
27		Exercise 2: Controlling Sales Documents - Item Categories and
~ ~		Item Category Determination
39		Exercise 3: Control of Sales Documents - Item Category - BOMs
48		in Sales Document Lesson: Controlling Sales Documents - Schedule Line Categories
48 53		Exercise 4: Controlling Sales Documents - Schedule Line
00		Categories
71	Unit 2:	Data Flow
72		Lesson: Data Flow in the Application
79		Exercise 5: Data Flow in the Application
89		Lesson: Copying Control
93		Exercise 6: Copying Control
101	llait 2.	Special Rusiness Transactions
	Unit 3:	Special Business Transactions
102		Lesson: Special Business Transactions
107		Exercise 7: Consignment Process
119		Exercise 8: Delivery Free of Charge - Subsequent Delivery Free
		of Charge
131	Unit 4:	Incompletion
133		Lesson: Incompletion Log
136		Lesson: Configuration of the Incompletion Procedure
139		Exercise 9: Configuration of the Incompletion Log
153	Unit 5:	Partner Functions in SD
155		Lesson: Function and Significance of Partner Functions
160		Lesson: Configuration of Partner Functions and Partner Function
		Determination
165		Exercise 10: Configuration of Partner Functions and Partner
		Function Determination



179	Unit 6:	Outline Agreements
180		Lesson: Scheduling Agreements and Quantity Contracts
185		Exercise 11: Quantity Contracts
201		Lesson: Value Contracts
211		Exercise 12: Value Contracts
235	Unit 7:	Material Determination, Listing and Exclusion
236		Lesson: Material Determination
247		Exercise 13: Material Determination
253		Lesson: Material Listing and Exclusion
255		Exercise 14: Material Listing and Exclusion
267	Unit 8:	Free Goods
268		Lesson: Free Goods
275		Exercise 15: Free Goods
285	Unit 9:	Idea and Function of the Delivery Document
286		Lesson: Explaining the Concept and Structure of the Delivery Document
291		Exercise 16: Explain the Relevance of Shipping
291		Exercise 17: Display a Delivery Document
301		Exercise 17: Display a Derivery Document Exercise 18: Create, Pick and Goods Issue an Outbound Delivery
001		
311	Unit 10:	Basic Organizational Units for the Delivery Process
312		Lesson: Maintaining the Organizational Units for Delivery Processes
319		Exercise 19: Create a New Shipping Point for Delivery Processes
327	Unit 11:	Controlling Deliveries
		•
328		Lesson: Controlling Delivery Documents
339		Exercise 20: Use Customizing Settings to Control Delivery Documents
		Documents
353	Unit 12:	The Goods Issue Process Based on the Delivery

355	Unit 13:	Processes and Functions based on the Delivery with Embedded EWM
256		
356		Lesson: Adjusting Automatic Determination of Relevant Fields for
		Outbound Delivery Creation
361		Exercise 21: Adjust the Automatic Determination of Relevant
		Fields for Outbound Delivery Creation
368		Lesson: Adjusting Delivery and Transportation Scheduling
373		Exercise 22: Adjust Delivery and Transportation Scheduling
375		Exercise 23: Test Scheduling Settings
380		Lesson: Processing Outbound Deliveries
389		Exercise 24: Process Outbound Deliveries
394		Lesson: Using the Outbound Delivery Monitor
397		Exercise 25: Work with the Outbound Delivery Monitor

