# Business Processes in SAP S/4HANA Sales (Course)

- Navigation with SAP Fiori
    - Identifying Key Features of SAP Fiori
- Enterprise Structures
    - Identifying Enterprise Structures in SAP S/4HANA Sales
- Overview of Sales Processes
    - Executing SAP S/4HANA Sales Processes
    - Processing Sales Documents
    - Processing Outbound Deliveries
    - Shipping Goods
    - Processing Billing Documents
- 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
- Automatic Data Determination and Scheduling
    - Analyzing the Results of Automatic Data Determination
    - Analyzing the Results of Delivery and Transportation Scheduling
- Availability Check
    - Performing an Availability Check - Basics
    - Performing an Availability Check - Further Topics
- Collective Processing
    - Executing Collective Processing
- Additional Processes in Sales
    - Using Presales Documents
    - Executing Make-to-Order Production
    - Selling Service Products
- Complaints Processing
    - Creating Credit Memo Requests
    - Cancelling Billing Documents
    - Creating Returns
- Monitoring and Sales Analytics
    - Utilizing the Sales Order Fulfilment Monitor
    - Using Analytical Apps

## *Notes*

- The course covers the functions in sales processing in SAP S/4HANA. It does not examine company-specific requirements in Customizing.
- The course will also be available in a self-paced e-learning format under course code S4600e.
- This course is mostly suitable for participants who do not know the sales processes in SAP ERP. For those who already know the sales processes in SAP ERP, the delta training S4SD1 is more applicable.

## *Course based on software release*

- SAP S/4HANA 1709 FP01