

# S4SD1

## Course information

### Contenido

- Identifying innovations in SAP S/4HANA Sales
  - Learning about SAP S/4HANA and about SAP S/4HANA Sales
  - Getting familiar with some first innovations in SAP S/4HANA Sales
- Working with business roles and catalogs for SAP S/4HANA Sales
  - Introducing SAP Fiori
  - Working with business roles, catalogs, and SAP Fiori apps for SAP S/4HANA Sales
  - Understanding the structure behind the SAP Fiori launchpad
- Using the simplification item catalog for SAP S/4HANA
  - Using the simplification item catalog
  - Understanding data model simplifications in SAP S/4HANA
  - Working with the business partner approach
- Understanding Sales Order and Contract Management in SAP S/4HANA
  - Working with advanced Available-To-Promise (aATP) in SAP S/4HANA
  - Executing a standard sales from stock process
  - Working with SAP Credit Management
  - Working with settlement management
  - Managing customer returns
  - Using workflow functionality in SAP S/4HANA Sales
  - Understanding the advanced intercompany sales and stock transfer process
- Working with billing functionality in SAP S/4HANA
  - Understanding billing functionality in SAP S/4HANA
  - Understanding the integration of the SAP Digital Payments Add-On with SAP S/4HANA Sales
  - Identifying OData APIs for billing documents
  - Working with preliminary billing documents
- Using the analytical features in SAP S/4HANA Sales
  - Getting an overview of the analytical features of SAP S/4HANA Sales
  - Using SAP Smart Business for sales order fulfillment
  - SAP Fiori App: Track Sales Orders
  - Sales Planning and Controlling
- Introducing sales examples for an intelligent enterprise
  - Learning about an intelligent enterprise and SAP S/4HANA
  - Getting familiar with the Business Technology Platform and its intelligent technologies
- Getting more information

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## Metas

- This course will prepare you to:
  - Understand, explain and work with SAP S/4HANA Sales

- Describe the changes in billing functionality compared to SAP ERP
- Execute order-to-cash processes in SAP S/4HANA using the SAP Fiori Launchpad
- Work with the analytical features in SAP S/4HANA Sales

## Audiencia

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

## Pre-requisitos

### Básicos

- Knowledge about sales (and billing) functionality in SAP ERP

## Recomendado

- [S4H01](#)

## Cursos basados en versión de software

- SAP S/4HANA 2022