

# **SAP S/4 HANA SD**

**Batches: Weekdays/ Weekend**

- **SAP Simple Logistics Overview**
  - ✓ ERP Model vs S/4 HANA Data Model
  - ✓ SAP S/4 HANA Business Suite – Key Features
  
- **Navigation**
  - ✓ SAP Fiori UX
  - ✓ SAP Business Client
  - ✓ SAP Logon
  
- **System-wide concepts**
  - ✓ Organizational elements
  - ✓ Master data concept (e.g. material master, business partner)
  
- **Logistics capabilities**
  - ✓ Purchase-to-pay processing
  - ✓ Plan-to-Produce processing
  - ✓ Order-to-Cash processing
  
- **Embedded Analytics**
- **SAP Activate**
  - ✓ Best Practices content
  
- **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 Customer (Business Partner) Master Data
  - ✓ Maintaining Material Master Data
  - ✓ Maintaining Customer-Material Info Records
  - ✓ Maintaining Condition Master Data for Pricing
  
- **Availability Check**
  - ✓ Performing an Availability Check - Basics
  
- **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
  
- **Business Processes in SAP S/4HANA Supply Chain Execution**
  - ✓ Organizational units and master data in Supply Chain Execution
  - ✓ Mapping goods receipt and goods issue processes in SAP S/4HANA
  - ✓ Monitoring these processes in the warehouse management monitor
  
- **Sales Processing in SAP S/4HANA Sales**
- **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
  
- **Output**
  - ✓ Adjusting Output Determination
  - ✓ Adjusting Output Types
  - ✓ New Output Management
  
- **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
- **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
- **Delivery Processing in SAP S/4HANA Content**
- **Idea and Function of the Delivery Document**
  - ✓ Explaining the Concept and Structure of the Delivery Document
- **Basic Organizational Units for the Delivery Process**
  - ✓ Maintaining the Organizational Units for Delivery Processes
- **Controlling Deliveries**
  - ✓ Controlling Delivery Documents
- **The Goods Issue Process Based on the Delivery**
  - ✓ Adjusting Automatic Determination of Relevant Fields for Outbound Delivery Creation
  - ✓ Adjusting Delivery and Transportation Scheduling
  - ✓ Processing Outbound Deliveries
  - ✓ Using the Outbound Delivery Monitor
  
- **Processes and Functions based on the Delivery**

- ✓ Picking
- ✓ Packing Process
- ✓ Handling Goods Issues
- ✓ Using Special Functions in Deliveries
  
- **Further Application Areas of the Delivery Document**
  - ✓ Transferring Stock Between Plants
  - ✓ Performing Goods Receipts Using Deliveries
  
- **Pricing in SAP S/4HANA Sales**
- **Condition technique in Pricing**
  - ✓ Introducing Pricing
  - ✓ Introducing Condition Technique
  
- **Pricing Configuration**
  - ✓ Configuring Pricing
  
- **Condition Records**
  - ✓ Working with Pricing Reports
  - ✓ Maintaining Condition Records
  - ✓ Working with Condition Records
  
- **Condition Types**
  - ✓ Using Special Condition Types
  - ✓ Using Statistical Condition Types
  - ✓ Analyzing the Determination of Tax Condition Types
  
- **Overview Pricing Agreements**
- **Billing in SAP S/4HANA Sales**
- **Billing Documents in Sales and Distribution Processes**
  - ✓ Integrating Billing Documents in the Sales and Distribution Process
  
- **Organizational Units**
  - ✓ Setting Up Organizational Units

- **The Billing Process**
  - ✓ Controlling the Billing Process
- **Special Billing Types**
  - ✓ Creating Billing Documents in Complaint Processing
  - ✓ Creating Pro Forma and Cash Sales Invoices
- **Data Flow**
  - ✓ Setting Up the Data Flow for Billing Documents
- **Types of Settlement**
  - ✓ Analyzing Invoice Combination and Invoice Split
  - ✓ Setting Up Invoice Lists
- **Special Business Processes**
  - ✓ Up Billing Plans
  - ✓ Processing Down Payments
  - ✓ Processing Installment Payments
- **Account Determination**
  - ✓ Setting Up the Account Determination
- **Interface Between Sales and Financial Accounting**
  - ✓ Adjusting the Interface Between Sales and Financial Accounting
- **SAP S/4 HANA PP Integration with Other SAP Modules**
  - ✓ with SAP MM
  - ✓ with SAP SD
  - ✓ with SAP QM
  - ✓ with SAP FICO