

Course Content SAP S4 HANA SD Module

1.Introduction to SAP HANA

- SAP In-Memory Strategy
- Architecture Overview

Introduction to SAP S/4 HANA

- S/4 HANA Roadmap
- Benefits of S/4HANA from business perspective
- Ways from Business Suite to S/4 HANA
- Deployment Options (On Premise, Cloud and Hybrid)

Introduction to SAP Activate Methodology

- System Conversion
- Landscape transformation
- New implementation

Key Innovations

- Business Partner
- Order Management Billing
- Credit Management
- Inventory Management
- Material Requirement Planning
- Architectural Changes/Configurations related to Sales

Overview of Fiori Apps

- Overview of SAP Fiori Apps related to Logistics/Supply Chain

Overview of Sales & Distribution

- Organizational structures
- Sales and distribution aspect
- Materials management aspect

Master Data Overview

- Working with Business Partners
- Working with Material Master Record
- Customer Account groups
- Working with Customer Info Records

Pre-Sales Activities

- Inquiries
- Quotations

Creating, Processing and Controlling

- Item Categories Determination
- Schedule lines Categories Determination
- Copy Control
- Log of incomplete items
- Creation of sales order with reference

Pricing

- Condition Technique
- Condition Type
- Access Sequence
- Condition Record
- Condition Table
- Price determination
- Definition and maintenance of prices, surcharges, and discounts

Sales Order Types

- Rush order
- Cash Sales
- Free of charge deliveries

Outline Agreements

- Contracts
- Scheduling agreements

Special Business Processes

- Consignments
- Bill of material

Shipping

- Overview of shipping
- Shipping point and route determination
- Creating and controlling outbound delivery
- Delivery processing
- Picking
- Picking conformation
- Goods issue

Billing

- Billing document types
- Creation of billing documents
- Overview of billing methods
- Billing plan
- Revenue account determination
- Posting billing document to Accounts

Credit management

- Purpose of Credit Management
- Types of Credit Management
- Configuration

Other Topics

- Text determination
- Output determination

Business Process

Description

- Normal Sales
- Return Sales
- Third Party Sales
- Free Goods
- Text Item
- Consignment fill & issue
- Consignment pick & return
- Sales using sales BOM