

# SAP SD AND S4 HANA SALES Syllabus

## INTRODUCTION TO SAP S4 HANA ENVIRONMENT

- Sap Evolution
- Sap Project Environment
- Sap Ides System
- Business Process
- Sap Clients
- System Landscape and Transportation System
- Asap Methodology and Solution Manager
- Logon to Sap System
- Overview of S4 HANA Sales

## ENTERPRISE STRUCTURE

- Organizational Unit
- Definition of Organizational Elements
- Assignment of Organizational Elements
- View Organization Structure

## MASTER DATA

- Customer Master
- Business Partner Approach & Configurations
- Material Master
- Master Data Related Configurations
- Partner Determination

## BASIC FUNCTION

- Account Groups
- NumberRanges
- Partner Determination Procedure
- General Settings (Integration with All)
- Material Type and Industry Sector
- Stock Updating (Integration Sd & Mm)
- Stock Overview (Integration Sd & Mm)
- Search Strategy

## **SALES DOCUMENTS**

- Sales Document Overview
- Sales Document Header Level
- Sales Document Item Level
- Sales Document Schedule Line Level
- Item Category Determination
- Schedule Line Determination
- Defining and Assigning Number Ranges
- Sales Document Types Assignment to Sales Area
- Processing Sales Order
- Sales Document Functions

## **PRICING**

- Pricing Overview
- Working with Condition Records
- Components of Condition Techniques
- Condition Tables
- Access Sequence
- Condition Type
- Pricing Procedure
- Pricing Procedure Determination
- Upper and Lower Limits
- Pricing Flow
- Pricing Report
- Condition Master Data

## **SHIPPING & PICKING**

- Shipping & Picking Overview
- Overview of Shipping
- Organizational Units In Shipping
- Defining Shipping Point and Determination
- Defining Picking Point and Determination
- Storage Location Determination
- Delivery Document Type
- Scheduling (Backward and Forward)
- Overview of Route
- Pgi & Pgr
- Delivery Item Category Determination

## **Available to Promise and Transfer of Requirement**

- Transfer of Requirement
- Product Availability check
- Available to Promise Set up
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## **SALES PROCESS DETAILED CONFIGURATION BILLING**

- Functional Overview
- Billing Document Type
- Defining and assigning NumberRanges
- Rad (Integration Sd & Fi)
- PRE-SALES
- Inquiry
- Quotation
- ORDER
- Standard Order
- SPECIAL SALES DOCUMENTS
- Cash Sales
- Rush order
- Consignment Fill up
- Consignment Issue
- Consignment Return
- Consignment Pickup
- OUTLINE AGREEMENTS
- Quantity Contracts
- Value Contract General
- Service Contract
- Scheduling Agreement

## **COMPLAINTS**

- Credit Memo
- Debit Memo
- Returns
- SDF (Subsequent Delivery Free of Charges)
- Invoice Correction

## **ADVANCED COURSE TOPICS (15 Days) (Recommended to Experienced Students)**

- Revenue Account Determination
- IDOCS/EDI
- Listing & Exclusion
- Item Proposal
- Route Determination
- Text Determination
- Output Determination
- T Code View
- Third Party Sales Process
- Inter Company Sales Process
- LSMW
- FS (Functional Specification)
- Copy Control

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