

# Sales Processing in SAP S/4HANA Sales

Kód kurzu: S4605

This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions. Course based on software release: SAP S/4HANA 2021 FP00.

## Pre koho je kurz určený

- Application Consultant
- Business Process Architect
- Business Analyst
- Business Process Owner / Team Lead / Power User
- Developer
- Development Consultant
- Enterprise Architect
- Help Desk/CoE Support
- Solution Architect

## Čo Vás naučíme

This course will prepare you to:

- Gain a detailed knowledge of using the functions in sales.
- Know the different sales processes and its settings
- Make the relevant customizing settings for sales documents

## Požadované vstupné znalosti

### Essential

- S4600

## Študijné materiály

Príručka ku kurzu firmy SAP podľa programu kurzu.

## Osnova kurzu

- Introduction to the Sales Process in SAP S/4HANA Sales
- Setting up the Enterprise Structures in Sales
- Sales Order Processing – Special Features & Source of Data
- Customizing of Sales Documents – Setting up of a Sales Document Type, Item Categories and Schedule Line Categories.
- Data Flow – Setting up the Copying Control in Sales
- Special Business Processes
- Incomplete Documents - Handling and Setting Up
- Partner Functions in Sales
- Outline Agreements – Scheduling Agreement & Contracts
- Material Determination
- Material Listing and Exclusion
- Free Goods
- Sales Workshop - Setting up entire Sales Scenarios

### GOPAS Praha

Kodaňská 1441/46  
101 00 Praha 10  
Tel.: +420 234 064 900-3  
[info@gopas.cz](mailto:info@gopas.cz)

### GOPAS Brno

Nové sady 996/25  
602 00 Brno  
Tel.: +420 542 422 111  
[info@gopas.cz](mailto:info@gopas.cz)

### GOPAS Bratislava

Dr. Vladimíra Clementisa 10  
Bratislava, 821 02  
Tel.: +421 248 282 701-2  
[info@gopas.sk](mailto:info@gopas.sk)



Copyright © 2020 GOPAS, a.s.,  
All rights reserved