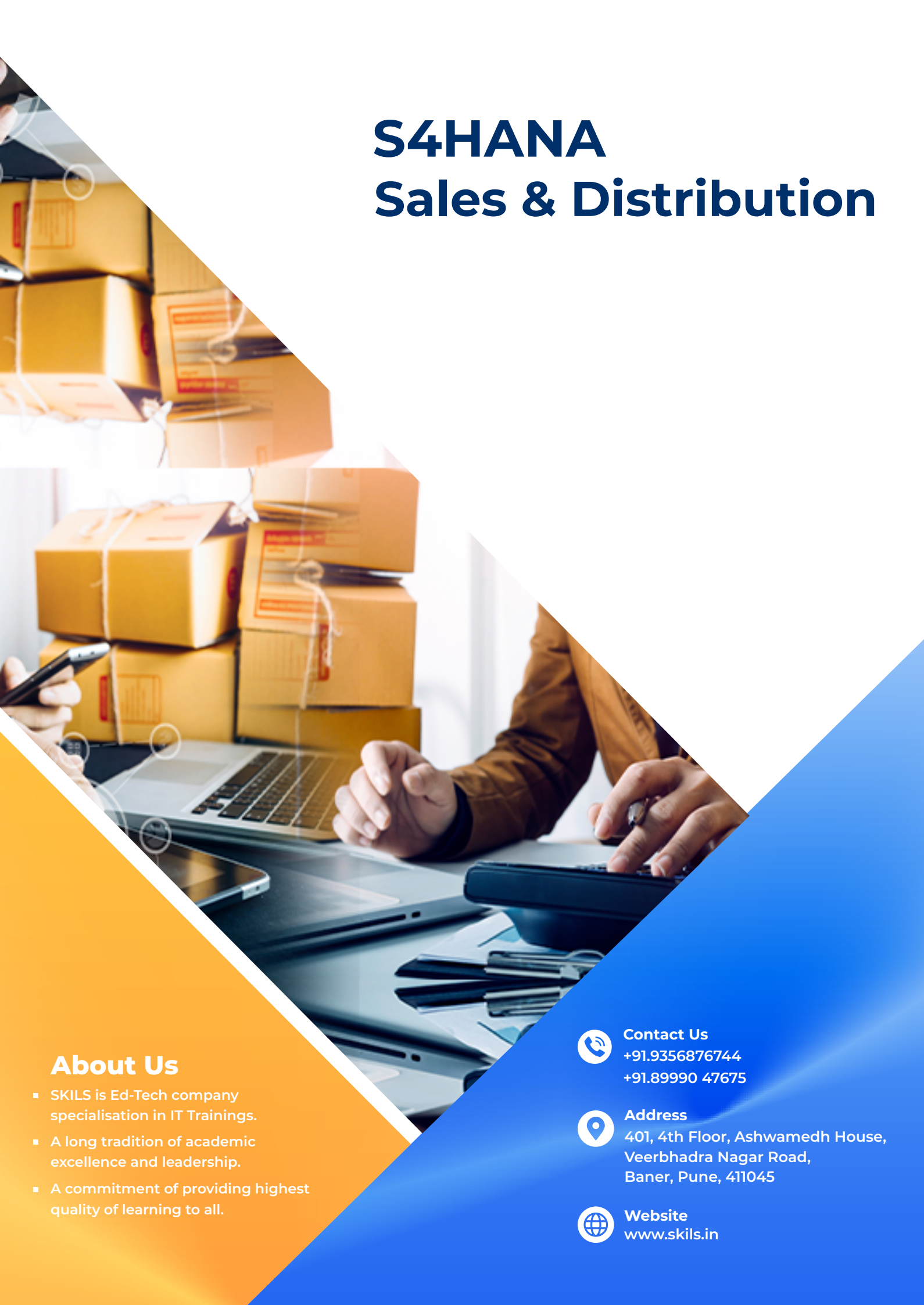


S4HANA Sales & Distribution



About Us

- SKILS is Ed-Tech company specialisation in IT Trainings.
- A long tradition of academic excellence and leadership.
- A commitment of providing highest quality of learning to all.



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Module: TS460 Part 1

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 Business Partner Master Data
- Maintaining Material Master Data
- Maintaining Customer-Material Info Records
- Maintaining Condition Master Data for Pricing
- Explaining Additional Master Data Topics

Automatic Data Determination and Scheduling

- Analysing the Results of Automatic Data Determination
- Analysing the Results of Delivery and Transportation Scheduling

Collective Processing

- Executing Collective Processing

Monitoring and Sales Analytics

- Utilizing the Sales Order Fulfilment App
- Managing Sales Plans
- Using Analytical Apps

Introduction

- Introduction to the Sales and Distribution Process

Enterprise Structures in Sales and Distribution

- Enterprise Structures in Sales and Distribution

Sales Order Processing

- Source of Data
- Order Processing – Special Features

Availability Check

- Performing an Availability Check – Basics
- Performing an Availability Check – Further Topics

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

SKILLS Advantage

- Excellent training delivery with certified trainers
- Transformational Dive -Training on personality development
- Interviews preparation - Technical & HR
- Exam Preparation
- Mentoring & guidance
- Unlimited Placement opportunities
- Lifetime member
- High rated customer feedback

Module: TS460 Part 2

Controlling Sales Documents

- Controlling Sales Documents - Sales Document Type
- Controlling Sales Documents - Item Category
- Controlling Sales Documents - Schedule Line Categories

Data Flow

- Data Flow in the Application
- Copying Control

Special Business Transactions

- Special Business Transactions

Incompletion

- Incompletion Check and its Configuration

Partner Functions in SD

- Function and Significance of Partner Functions
- Configuration of Partner Functions and Partner Function Determination

Outline Agreements

- Scheduling Agreements and Quantity Contracts
- Value Contracts

Free Goods

- Free Goods

Basic Organizational Units for the Delivery Process

- Maintaining the Organizational Units for Delivery Processes

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 with Embedded EWM

- Picking Outbound Deliveries with EWM
- Posting Goods Issue
- Creating Inbound Deliveries in EWM
- Using Special Functions in Deliveries

Self-Study Workshop

- Sales Workshop: Sales-to-Employee Scenario
- Sales Workshop: Bill of Material Scenario
- Sales Workshop: Material Determination Scenario

Material Determination, Listing and Exclusion

- Material Determination
- Material Listing and Exclusion

Idea and Function of the Delivery Document

- Explaining the Concept and Structure of the Delivery Document

Controlling Deliveries

- Controlling Delivery Documents

Why SAP?

- Fast track your Career growth with SAP
- Acquire the most prestigious skills
- Become globally employable consultant
- Increase salary and job prospects with Certification
- Global Certification Global Career

Module: TS462 Part 1

Condition Technique in Pricing

- Introducing Pricing
- Introducing the Condition Technique

Pricing Configuration

- Configuring Pricing
- Further Options for Pricing Control

Condition Records

- Working with Condition Records
- Reports for Condition Records

Special Functions

- Applying Special Pricing Functions

Condition Types

- Using Special Condition Types
- Using Statistical Condition Types
- Analyzing the Determination of Taxes

Pricing Agreements

- Using Pricing Agreements

Introduction to Condition Contract Management

- Introducing Condition Contract Management
- Maintaining of Condition Contracts
- Processing of Condition Contract Settlement

Pricing Workshop

- Workshop

The Billing Process

- Controlling the Billing Process

Data Flow

- Setting Up the Data Flow for Billing Document

Types of Settlement

- Analyzing Invoice Combination and Invoice Split
- Understanding Special Types of Settlement

Special Business Processes

- Setting Up Billing Plans
- Processing Down Payments
- Processing Installment Payments

Account Determination

- Setting Up the Account Determination

Interface Between Sales and Distribution and Financial Accounting

- Adjusting the Interface Between Sales and Distribution and Financial Accounting

Appendix

- More Information on Output Management, Technical Information, and Basics of Accounting Principles

Billing Documents in Sales and Distribution Processes

- Integrating Billing Documents in the Sales and Distribution Process

Organizational Units

- Setting Up Organizational Units

Special Billing Types

- Processing Special Billing Types

Billing Document Creation

- Creating Billing Documents in Different Ways

SKILLS Offerings

- Behavioral Training
- SAP Learning Hub
- SAP Certification
- SAP Resourcing
- Corporate Training
- Fresher Training
- Professionals Training
- Certification Training

Empower Yourself with Powerful Education

Module: TS462 Part 2

Impact of Organizational Structures

- Creating Organizational Elements
- Applying Shared Master Data and Cross-Division Sales

Copy Control

- Modifying Copy Control

Text Control

- Identifying Text Sources
- Configuring Text Control

Output

- Adjusting Output Determination
- Adjusting Output Types
- New Output Management

Enhancements and Modifications

- Using Enhancement Technology
- Adding New Fields
- Setting Up Field Selection for Material Master Records
- Defining Field References for Material Master Records
- Performing System Modifications Using Classic Enhancement Technology
- Performing System Modifications Using the Enhancement Framework

Advanced Available-to-Promise (aATP) in SAP S/4HANA

- Giving an Overview and Outlining the Concept of Available to-Promise in SAP S/4HANA

Overview of Advanced ATP and SAP Fiori-Based Analysis Tools

- Getting a Functional Overview of aATP
- Checking Material Coverage vs. Net and Individual Segments

Checking Methods in Detail

- Exploring the Availability Check in SAP S/4HANA
- Reviewing Planning Strategies and Requirement Classes
- Outlining Availability Check and Scheduling

Advanced ATP in SAP S/4HANA

- Outlining aATP with Check Against Allocation

Backorder Processing

- Introducing Backorder Processing in SAP S/4HANA
- Outlining Backorder Processing for Advanced ATP in SAP S/4HANA

