

# 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

- Navigation with 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

## Types of Settlement

- 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 (ATP) 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

