

SAP SD S4HANA TRAINING SYLLABUS

SAP SD S4HANA training with hands-on practical on real business scenarios. Trainer is a working professional with 11 years of experience as SAP SD S4HANA consultant

Sap Introduction & Overview

- Evolution of sap over time from ECC to S4HANA
- How sap helps business – Understanding the meaning of business process
- Introduction to various modules in sap
- Different stages of sap project and role of sap consultant
- Things to know before getting started in sap eg. Client, T code, sap OSS etc
- Navigation in sap

Key Innovation in SAP SD S4 HANA

- Business partner
- Order management billing
- Credit management
- Overview of SAP Fiori app

Overview of SAP SD (Sales & Distribution)

- Organizational structures
- Sales & Distribution aspects
- Material 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 category determination
- Copy control

- Log of incomplete items
- Creation of sales order with reference

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Pricing

- Condition technique, Condition type, Access sequence
- Condition table, Condition record
- Price determination
- Definition and determination of prices, Surcharges and Discounts

Fast Material Entry in Sales Order

- Product proposal
- Material listing and exclusion
- Material determination
- Free goods

Sales Order Types

- Rush orders, Cash sales, Free of charge delivery

Outline Agreements

- Contracts
- Scheduling agreements

Special business processes

- Consignments, Bill of material

Shipping

- Overview of shipping, Shipping route determination
- Creating & controlling outbound delivery
- Delivery processing
- Picking, picking confirmation, Goods issue

Billing

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

Credit Anagement

- Purpose of credit management
- Types of credit management
- Configuration

Other Topics

- Text determination
- Partner determination
- Output determination

Business Processes

- Normal sales
- Return sales
- Third party sales
- Free goods
- Text item
- Consignment fill & issue
- Consignment pick & return
- Sales using sales BOM