

SAP S/4HANA Sales Certification Exam Preparation Course

Course Introduction:

Welcome to the SAP S/4HANA Sales Exam Prep course. This 10-day intensive program is designed to equip you with the knowledge and skills needed to excel in the SAP S/4HANA Sales certification exam. Each day is structured to build upon the previous, progressively covering key concepts, functionalities, and practical applications within the S/4HANA Sales module. By the end of this course, you will be well-prepared to tackle the exam confidently and efficiently.

Day 1: Introduction to SAP S/4HANA Sales

- **Overview of SAP S/4HANA Sales:** Understand the core components and functionalities of the SAP S/4HANA Sales module.
- **Key Differences from SAP ECC:** Explore the major differences between SAP S/4HANA and SAP ECC in the context of sales.
- **Navigation and User Interface:** Get familiar with the SAP Fiori interface and how it enhances user experience in S/4HANA Sales.
- **Setting Up the Learning Environment:** Ensure access to SAP S/4HANA systems and tools required for this course.

Day 2: Master Data Management

- **Customer Master Data:** Learn how to configure and manage customer master records efficiently.
- **Material Master Data:** Understand the setup and management of material master data specific to sales processes.
- **Pricing Conditions and Master Data:** Explore the intricacies of creating and maintaining pricing conditions.
- **Business Partner Concept:** Delve into the business partner approach in SAP S/4HANA and its impact on sales.

Day 3: Sales Documents Configuration

- Sales Order Processing: Examine the lifecycle of a sales order from creation to completion.
- Sales Document Types: Differentiate between various sales document types and their configurations.
- Item Categories and Schedule Lines: Understand how item categories and schedule lines are used in sales document processing.
- Document Flow and Status Management: Track the status of sales documents and understand the document flow.

Day 4: Pricing and Billing

- Pricing Procedures: Learn how to define and configure pricing procedures in SAP S/4HANA Sales.
- Condition Techniques in Pricing: Explore the use of condition techniques to determine pricing elements.
- Billing Process Overview: Understand the billing process and its integration with other modules.
- Billing Document Creation: Learn the steps in creating and managing billing documents.

Day 5: Availability Check and Transfer of Requirements

- Availability Check Configuration: Discover how to configure and execute availability checks within sales processes.
- Backorder Processing: Explore the handling of backorders and their resolution strategies.
- Transfer of Requirements: Understand the concept and process of transferring requirements in sales.
- Stock Determination and Reservations: Learn the role of stock determination and reservations in order fulfillment.

Day 6: Credit and Risk Management

- Credit Management Configuration: Get insights into credit management settings and their impact on sales.
- Risk Categories and Credit Limits: Learn to define risk categories and set appropriate credit limits for customers.
- Credit Control Area and Monitoring: Understand the configuration of credit control areas and credit exposure monitoring.
- Integration with Financial Accounting: Explore the integration points between sales and

financial accounting.

Day 7: Output and Reporting

- **Output Management in Sales:** Learn how to configure and manage outputs such as invoices, confirmations, and quotations.
- **Smart Forms and SAP Scripts:** Explore the use of Smart Forms and SAP Scripts for output customization.
- **Reporting and Analytics in Sales:** Understand the reporting capabilities within SAP S/4HANA Sales.
- **Utilizing SAP Fiori for Reporting:** Leverage SAP Fiori apps for enhanced reporting and analytics.

Day 8: Integration with Other Modules

- **Integration with SAP MM (Materials Management):** Discover how sales integrates with the materials management module.
- **Integration with SAP SD (Sales and Distribution):** Understand the interplay between sales and distribution processes.
- **Integration with SAP PP (Production Planning):** Explore the integration points with production planning for sales.
- **Cross-functional Process Integration:** Learn about the cross-functional processes that involve sales data.

Day 9: Advanced Topics and Innovations

- **Advanced ATP (Available to Promise):** Dive into advanced ATP concepts and configurations.
- **Sales Order Management with SAP S/4HANA Cloud:** Explore the features and benefits of SAP S/4HANA Cloud for sales.
- **Machine Learning and AI in S/4HANA Sales:** Understand the role of machine learning and AI in enhancing sales processes.
- **Industry-specific Sales Solutions:** Learn about tailored sales solutions for specific industries within SAP S/4HANA.

Day 10: Exam Preparation and Practice

- **Review of Key Concepts:** Recap the essential concepts and functionalities covered in the course.
- **Practice Exam Questions:** Engage with practice exam questions to assess your

understanding and readiness.

- Exam Strategy and Tips: Gain insights into effective strategies for tackling the SAP S/4HANA Sales exam.
- Final Q&A Session: Address any remaining questions and clarify doubts before the exam.

This comprehensive 10-day curriculum is designed to ensure that you not only understand the theoretical aspects of SAP S/4HANA Sales but also gain practical insights to apply in real-world scenarios. Good luck on your journey to becoming a certified SAP S/4HANA Sales professional!

