

# SAP S/4 HANA SD

Sales & Distribution

## CONTENT

### TS460 Sales in SAP S/4 HANA – Academy Part I

- Introduction to the Sales Process in SAP S/4HANA
- Organizational structures in sales and distribution
- Master data
- Sales
- Creating and processing different kinds of sales orders
- Business Partners
- Using Partner Functions in Sales Processes in SAP S/4HANA
- Setting Up Partner Determination Procedures
- Sales Customizing
- Sales document types, item categories, schedule line categories, and copying control
- Contracts and scheduling agreements and special business transactions
- Sales basic functions
- Incompletion log



- Material determination and product selection, material listing/exclusion
- Setting up free goods
- Sales Case Study based on TS460

## **TS460 Sales in SAP S/4 HANA - Academy Part II**

- Prices
- Condition Technique and Price Setting
- Use of prices and other conditions in sales documents
- Introduction to condition contract management
- Billing and settlement methods
- Billing Plans and Down Payments
- SD-FI interface revenue account determination functions
- Multifunctional themes
- Modify copy control
- Configure control and text output
- Modifications to the system and use improvement technology
- Concept of aATP
- Availability check with production allocation and backorder processing

