

# SAP S/4HANA Sales - Consultants

## Day-1: Overview to S/4HANA Sales

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- Overview to **Sales Business Processes**
- SAP S/4HANA Sales Business Processes
- Sales Documents
- Outbound Deliveries
- Shipping Goods
- Billing Documents

## Day-2: Master Data

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

## Day-3: Automatic Data Determination and Scheduling

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- Creating Additional Master Data Topics
- Automatic Data Determination and Scheduling
- Automatic Data Determination
- Delivery and Transportation Scheduling

## **Day-4: Availability Check, Collective Processing, Pre-Sales Documents**

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- Availability Check and Collective Processing
- Availability Check - Basics and Advance
- Collective Processing
- Pre-sales Documents & Make to Order Products

## **Day-5: Make to Order Production, Selling Service Products, Credit Memo**

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- Make to Order Production
- Selling Service Products
- Credit Memo & Billing Documents
- Credit Memo Requests & Canceling Billing Documents