

## Training for Applications with Sales in SAP S/4HANA

### Courses Listed

#### Beginner

- S4H00 - SAP S/4HANA Overview

#### Intermediate

- S4600 - Business Processes in SAP S/4HANA Sales
- S4601 - Business Processes in SAP S/4HANA Supply Chain Execution

#### Advanced

- S4605 - Sales Processing in SAP S/4HANA Sales
- S4610 - Delivery Processing in SAP S/4HANA
- S4615 - Billing in SAP S/4HANA Sales
- S4620 - Pricing in SAP S/4HANA Sales
- S4650 - Cross-Functional Topics in SAP S/4HANA Sales
- TS460 - Sales in SAP S/4HANA Academy Part I
- TS462 - Sales in S/4HANA Academy Part II

#### Certification Exam

- C\_TS462\_2022 - SAP Certified Application Associate - SAP S/4HANA Sales 2022
- C\_TS462\_2021 - SAP Certified Application Associate - SAP S/4HANA Sales 2021

All available schedules in your selection

C\_TS462\_2021 SAP Certified Application Associate - SAP S/4HANA Sales 2021

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

C\_TS462\_2022 SAP Certified Application Associate - SAP S/4HANA Sales 2022

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

TS460 Sales in SAP S/4HANA Academy Part I

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

S4601 Business Processes in SAP S/4HANA Supply Chain Execution

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## TS462 Sales in S/4HANA Academy Part II

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4650 Cross-Functional Topics in SAP S/4HANA Sales

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4610 Delivery Processing in SAP S/4HANA

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4615 Billing in SAP S/4HANA Sales

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4620 Pricing in SAP S/4HANA Sales

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4600 Business Processes in SAP S/4HANA Sales

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4605 Sales Processing in SAP S/4HANA Sales

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

## S4H00 SAP S/4HANA Overview

There are currently no events available for this course. Please feel free to register interest for this course on SAP Training. We will then notify you when a course has been scheduled.

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

### Goals

- This course will prepare you to:
- Gain a detailed knowledge of using the functions and customizing settings in sales.

### Audience

- Application Consultant
- Business Analyst
- Solution Architect

### Essential

- Basic Business knowledge in sales and distribution processing

### Course based on software release

- SAP S/4HANA 2022

### Content

- 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

## S4601 - Business Processes in SAP S/4HANA Supply Chain Execution

### Course announcements

- In this course the key business processes that can be found within the Supply Chain Execution area of the SAP S/4HANA Enterprise Management solution are discussed. Both inbound (goods receipt) and outbound (goods issue) processes are included. Organizational units, master data and the monitoring of these processes as well as integration with the Extended Warehouse Management (EWM) and Transportation Management (TM) solutions of SAP are also discussed. Examples of other topics included in the course are Yard Management and Value-added Services (VAS).

### Goals

- This course will prepare you to:
- Discuss the business processes in the area of Supply Chain Execution of the SAP S/4HANA Enterprise Management system (both inbound and outbound)

### Audience

- Application Consultant
- Business Analyst
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Help Desk / COE Support
- Program / Project Manager

### Essential

- S4H00e - SAP S/4HANA Overview (for new SAP customers implementing SAP S/4HANA), or
- S4H01e - SAP Business Suite to SAP S/4HANA Delta (for existing SAP customers migrating to SAP S/4HANA)

### Course based on software release

- SAP S/4HANA 2022 FPS00

### Content

- Introducing Supply Chain Execution in SAP S/4HANA
- Positioning SAP S/4HANA
- Positioning Warehouse Management
- Positioning Transportation Management
- Working with Structure Elements
- Identifying Organizational Units for Supply Chain Execution
- Creating Storage Bins and Displaying Quants
- Maintaining Materials and Business Partners
- Processing a Goods Receipt
- Posting Goods Receipts for Purchase Orders
- Packing During Goods Receipt
- Creating Warehouse Tasks for Putaway
- Processing Warehouse Orders
- Creating Inbound Deliveries in SAP EWM Directly
- Processing a Goods Issue
- Posting the Goods Issue for a Sales Order
- Picking Materials for Outbound Deliveries
- Performing Value-Added Services (VAS)
- Monitoring the Warehouse
- Posting a Goods Issue
- Processing Using SAP Fiori Apps

- Executing Transportation Management
- Planning Transportation
- Executing Transportation

## TS462 - Sales in S/4HANA Academy Part II

### Course announcements

- This course is ideal for persons requiring detailed knowledge about Implement functions and make Customizing settings in pricing and billing as well as cross functional topics like output and text determination.

### Goals

- This course will prepare you to:
- Gain a detailed knowledge of using the functions and customizing settings of Pricing, Billing, Shipping and Cross-Functional Topics in S4HANA Sales

### Audience

- Application Consultant
- Business Analyst
- Solution Architect

### Essential

- TS460 Sales in SAP S/HANA Academy Part I or knowledge of the detailed courses S4600, S4605 in S4HANA Sales

### Course based on software release

- SAP S/4HANA 2022

### Content

- Pricing
- Condition technique for the definition and maintenance of prices, surcharges, and discounts
- Using prices and other conditions in sales documents
- Introduction in Condition Contract Management

- Billing
- Controlling billing documents
- Creation forms and settlement forms for billing documents
- Billing plans and down payments
- Revenue account determination features of the SD-FI interface
- Delivery processes and customizing
- Controlling outbound deliveries
- The Goods Issue Process based on the outbound delivery
- Processes and Functions based on the delivery with Embedded EWM
- Cross Functional Topics
- Impact of Organizational Structures
- Modifying Copy Control
- Set up Text Control
- Set up Output
- Get an overview of performing system modifications and using enhancement technology
- Certification examination for SAP Certified Application Associate



## S4650 - Cross-Functional Topics in SAP S/4HANA Sales

### Course announcements

- This course is ideal for those who require detailed cross-functional configuration knowledge to map business requirements in SAP S/4HANA Sales

### Goals

- This course will prepare you to:
- Explore settings to map requirements in the area of SAP S/4HANA Sales that require knowledge of cross-application customizing functions
- Understand and consider complex relationships in mapping organizational structures
- Configure and adapt special functions such as copy control and text control
- Configure output control (NAST-based and BRFplus-based Output Management)
- Understand system modification options

### Audience

- Application Consultant
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Program/Project Manager

### Essential

- S4600 - Business Processes in SAP S/4HANA Sales
- At least one of the following detailed courses:
- S4605 - Sales Processing in SAP S/4HANA
- S4610 - Delivery Processing in SAP S/4HANA
- S4615 - Billing in SAP S/4HANA Sales

### Course based on software release

- SAP S/4HANA 2022

### Content

- Organizational Structures
- Creating Organizational Elements
- Applying Shared Master Data and Cross-Division Sales
- Copy Control
- Understanding the Concept of Copy Control
- Modifying Copy Control for Sales Documents
- Analyzing Copy Control for Delivery and Billing Documents
- Text Control
- Identifying Text Sources
- Configuring Text Control
- Output
- New Output Management
- Output Determination with Condition Technique
- Understanding Basic Principles of Processing Printed Output
- Material Master Record Field Selection
- Enhancements and Modifications
- Using Enhancement Technology
- Performing System Modifications Using Classic Enhancement Technology
- Performing System Modifications Using the Enhancement Framework
- Adding New Fields

## S4610 - Delivery Processing in SAP S/4HANA

### Course announcements

- This course is intended for those who require detailed knowledge of the use and configuration of delivery documents to map business requirements in SAP S/4HANA Sales.

### Goals

- This course will prepare you to:
- Describe the role of shipping and goods receipt in the supply chain
- Perform the different functions in shipping and goods receipt processing
- Configure the system to meet your requirements for shipping and goods receipt processing

### Audience

- Application Consultant
- Business Process Architect
- Business Process Owner / Team Lead / Power User
- Program / Project Manager

### Essential

- S4600 - Business Processes in SAP S/4HANA Sales

### Course based on software release

- SAP S/4HANA 2022 FPS00

### Content

- Idea and Function of the Delivery Document
- Explaining the Concept and Structure of the Delivery Document
- Basic Organizational Units for the Delivery Process
- Maintaining the Organizational Units for Delivery Processes
- Controlling Deliveries
- Controlling Delivery Documents

- 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

## S4615 - Billing in SAP S/4HANA Sales

### Course announcements

- This course covers the functions and customizing settings of billing within SAP S/4HANA Sales, and the billing interface points between Sales and Financial Accounting.

### Goals

- This course will prepare you to:
- Use the functions and know the possibilities for billing in sales.
- Make relevant customizing settings for the billing process in sales
- Set up the billing interface between sales and financial accounting

### Audience

- Application Consultant
- Business Process Architect
- Business Analyst
- Business Process Owner / Team Lead / Power User
- Developer
- Development Consultant
- Enterprise Architect
- Help Desk/CoE Support
- Solution Architect

### Essential

- S4605

### Course based on software release

- SAP S/4HANA 2022FP00

### Content

- Billing Documents in Sales and Distribution Processes
- Setting Up Organizational Units

- Controlling the Billing Process – Customizing of a Billing Type
- Special Billing Types – Complaint Processing and Pro Forma Invoice
- Creating Billing Documents in different ways
- Analyzing Invoice Combination and Invoice Split
- Types of Settlement (Invoice List, Billing Document Requests, Preliminary Billing)
- Setting up of Billing Plans - Processing Down Payments and Installment Payment
- Setting Up the Account Determination
- Interface Between Sales and Financial Accounting

### Notes

- Service-related and cost-related billing as well as internal allocation are not covered in this course. If you are interested in those topics please refer to the respected courses: S4750 or PLM335 Service, S4680 Cross Application Processes in Sales and Procurement and S4F25 Cost Object Controlling in SAP S/4HANA.

## S4620 - Pricing in SAP S/4HANA Sales

### Course announcements

- This course covers the functions and customizing settings of pricing within SAP S/4HANA Sales

### Goals

- This course will prepare you to:
- Set up functions for pricing in SAP S/4HANA Sales
- Make relevant customizing settings for pricing in SAP S/4HANA Sales

### Audience

- Application Consultant
- Business Process Architect
- Business Analyst
- Business Process Owner / Team Lead / Power User
- Developer
- Development Consultant
- Enterprise Architect
- Help Desk/CoE Support
- Solution Architect

### Essential

- S4600
- Customizing Knowledge in Sales

### Course based on software release

- SAP S/4HANA 2022FP00

### Content

- Introducing Pricing and the Condition Technique
- Pricing Configuration

- Maintaining Condition Records in different ways
- Special Pricing Functions like exclusion or group condition
- Special Condition Types and Statistical Condition Types
- Analyzing the Determination of Tax Condition Types
- Introduction to Condition Contract Management (Sales Rebate)
- Workshop: Troubleshooting Exercise

### Notes

- Pricing for variant configuration is covered in the course S4105 Variant Configuration SAP S/4HANA Enterprise Management
- Pricing through preliminary costing as part of make- to-order production is covered in the course S4F25 Cost Object Controlling in SAP S/HANA.

## S4600 - Business Processes in SAP S/4HANA Sales

### Course announcements

- In this course, you will learn about the fundamental business processes in SAP S/4HANA Sales, including how to perform the most important functions from presales to receipt of customer payment. You will also learn about the key master data in this area. The course also touches on integration with the areas of materials management, manufacturing (make-to-order process) and financial accounting.
- NOTE – As of July 2024, this course will be replaced on our public schedule with the new [S46000 - SAP S/4HANA Sales Essentials](#). Please check the course description to see available dates and to register.

### Goals

- This course will prepare you to:
- Navigate in SAP S/4HANA using the SAP Fiori Launchpad
- Maintain master data for sales processes
- Execute sales processes
- Describe features relevant during the sales process (e.g. availability check)
- Handle customer complaints
- Utilize reporting functions in sales

### Audience

- Application Consultant
- Business Process Owner / Team Lead / Power User
- Program/Project Manager
- User

### Essential

- Basic business knowledge of processes in sales

### Course based on software release

- SAP S/4HANA 2022 FPS00

### Content

- Navigation with SAP Fiori
- Identifying Key Features of 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
- Analyzing the Results of Automatic Data Determination
- Analyzing the Results of Delivery and Transportation Scheduling
- Availability Check
- Performing an Availability Check – Basics
- Performing an Availability Check - Further Topics

- Collective Processing
- Executing Collective Processing
- 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
- Monitoring and Sales Analytics
- Utilizing the Sales Order Fulfilment App
- Using Analytical Apps

## Notes

- This course focuses on sales business processes and is suitable for participants who do not know the sales processes. This course covers the functions in sales processing in SAP S/4HANA. This course does not focus on sales and distribution customization. For those who already know the sales processes in SAP ERP, the delta training course S4SD1 or is more applicable. For those who are interested in learning customization, the S4605 course (sales processes in SAP S/4 HANA) is more applicable.

## S4605 - Sales Processing in SAP S/4HANA Sales

### Course announcements

- This course is ideal for persons requiring detailed knowledge about customizing of sales processes and basic functions.

### Goals

- This course will prepare you to:
- Gain a detailed knowledge of using the functions in sales.
- Know the different sales processes and its settings
- Make the relevant customizing settings for sales documents

### Audience

- Application Consultant
- Business Process Architect
- Business Analyst
- Business Process Owner / Team Lead / Power User
- Developer
- Development Consultant
- Enterprise Architect
- Help Desk/CoE Support
- Solution Architect

### Essential

- S4600

### Course based on software release

- SAP S/4HANA 2022FP00

### Content

- Introduction to the Sales Process in SAP S/4HANA Sales
- Setting up the Enterprise Structures in Sales

- Sales Order Processing – Special Features & Source of Data
- Customizing of Sales Documents – Setting up of a Sales Document Type, Item Categories and Schedule Line Categories.
- Data Flow – Setting up the Copying Control in Sales
- Special Business Processes
- Incomplete Documents - Handling and Setting Up
- Partner Functions in Sales
- Outline Agreements – Scheduling Agreement & Contracts
- Material Determination
- Material Listing and Exclusion
- Free Goods
- Sales Workshop - Setting up entire Sales Scenarios

## S4H00 - SAP S/4HANA Overview

### Course announcements

- This course provides an overview of SAP S/4HANA for learners who do not yet have any SAP background knowledge and want to build SAP S/4HANA skills. The course is recommended as an entry point to the SAP S/4HANA curriculum and provides the basics required before continuing a learning path to specific areas of interest. This course covers a broad range of topics focusing on SAP S/4HANA solution capabilities and business process aspects. The content is also available in a self-paced e- learning format (S4H00e) which requires an active subscription to the SAP Learning Hub.

### Goals

- This course will prepare you to:
- Explain how SAP S/4HANA supports the digital transformation
- Navigate in SAP S/4HANA using SAP Fiori UX and other client technologies
- Describe system-wide concepts such as organizational elements or master data
- Describe key business processes of SAP S/4HANA Enterprise Management and SAP S/4HANA LoB solutions
- Describe integration scenarios between SAP S/4HANA and SAP Cloud Solutions
- Use SAP S/4HANA embedded analytics capabilities
- Gain basic knowledge about SAP Activate to accelerate the SAP S/4HANA adoption

### Audience

- Application Consultant
- Business Process Owner / Team Lead / Power User
- Change Manager
- Enterprise Architect
- Program/Project Manager

- Solution Architect
- Trainer
- User

### Essential

- n/a

### Course based on software release

- SAP S/4HANA 2022

### Content

- SAP S/4HANA Overview
- Navigation
- System-Wide Concepts
- Logistics
- Accounting
- Human Capital Management and SAP SuccessFactors
- Embedded analytics
- SAP Activate and Best Practices
- SAP Services

### Notes

- This course is the recommended entry point to the SAP S/4HANA curriculum for learners without an SAP ERP background knowledge. It focuses on SAP S /4HANA Cloud, private edition and on-premise deployments.



C\_TS462\_2021 - SAP Certified Application Associate - SAP S/4HANA Sales 2021

Description

Number of questions

Notes

Duration

- To ensure success, SAP recommends combining education courses and hands-on experience to prepare for your certification exam as questions will test your ability to apply the knowledge you have gained in training.
- You are not allowed to use any reference materials during the certification test (no access to online documentation or to any SAP system).

C\_TS462\_2022 - SAP Certified Application Associate - SAP S/4HANA Sales 2022

Description

Number of questions

Notes

Duration

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