

Sales in SAP S/4HANA Academy Part I

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](#)