

Course name	Discovering SAP Solutions for Quote-to-Cash Management Public Cloud for Business User	
Course duration	Course Duration 3 Days*8 Hours(Total 24 Hours)	
Unit	Hours	Content Description
1	2	Understanding SAP Solution and Subscription Business in Public Cloud
		Identifying Business Examples for SAP Solution and Subscription Business in Public Cloud
		Understanding the Quote to Cash Process
		Understanding Key Capabilities in SAP Solution and Subscription Business Public Cloud
2	2	Creating Business Partner Master Data in SAP S/4HANA (Landscape)
		Creating Business Partner Master Data and Understanding Organizational Structure
3	2	Understanding SAP S/4HANA Solution and Subscription Business: Solution Order
		Understanding the Solution Order Process
4	4	Understanding SAP S/4HANA Sales and Service Logistic Fulfillment Processes
		Creating an Outbound Delivery and Pick-up a Printer for SAP S/4HANA Sales Distribution
		Completing SAP S/4HANA Service Order and Service Confirmation
		Understanding Solution Key Capabilities of SAP S/4 HANA Sales, Service, and Billing
5	4	Understanding SAP Subscription Billing
		Understanding Subscription Management as a Service
		Understanding Subscription Monetization
		Understanding Solution Key Capabilities in SAP Subscription Billing
6	3	SAP Entitlement Management
		Understanding the SAP Entitlement Management Process
		Applying Entitlement Management to a Business Situation
		Understanding the Key Capabilities of SAP Entitlement Management of Product as a Services
7	3	Understanding SAP Convergent Mediation CE
		Understanding Process Usage Collection in SAP Convergent Mediation CE
		Understanding Usage upload in Convergent Mediation CE
		Understanding the Key Capabilities of SAP Convergent Mediation for Product as a Service?
8	2	Creating SAP S/4HANA billing and posting in FI-AR
		Creating SAP S/4HANA billing and posting in FI-AR
9	1	SAP Learning certificate exam preparation
10	1	Attempting SAP Learning certificate exam