

TS462

Sales in SAP S/4HANA Academy Part II 1/2

Course Version: 23
Course Duration: 10 Day(s)
Material Number: 50161885

SAP Copyrights, Trademarks and Disclaimers

© 2023 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <https://www.sap.com/corporate/en/legal/copyright.html> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials may have been machine translated and may contain grammatical errors or inaccuracies.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation



Demonstration



Procedure



Warning or Caution



Hint



Related or Additional Information



Facilitated Discussion



User interface control

Example text

Window title

Example text

Contents

vii Course Overview

1 Unit 1: Condition Technique in Pricing

- | | |
|---|---------------------------------------------|
| 3 | Lesson: Introducing Pricing |
| 7 | Lesson: Introducing the Condition Technique |

19 Unit 2: Pricing Configuration

- | | |
|----|---------------------------------------------|
| 21 | Lesson: Configuring Pricing |
| 29 | Lesson: Further Options for Pricing Control |

37 Unit 3: Condition Records

- | | |
|----|----------------------------------------|
| 39 | Lesson: Working with Condition Records |
| 43 | Lesson: Reports for Condition Records |

55 Unit 4: Special Functions

- | | |
|----|--------------------------------------------|
| 57 | Lesson: Applying Special Pricing Functions |
|----|--------------------------------------------|

65 Unit 5: Condition Types

- | | |
|----|----------------------------------------------|
| 67 | Lesson: Using Special Condition Types |
| 77 | Lesson: Using Statistical Condition Types |
| 81 | Lesson: Analyzing the Determination of Taxes |

89 Unit 6: Introduction to Condition Contract Management

- | | |
|-----|---------------------------------------------------|
| 91 | Lesson: Introducing Condition Contract Management |
| 99 | Lesson: Maintaining of Condition Contracts |
| 107 | Lesson: Process of Condition Contract Settlement |

115 Unit 7: Pricing Workshop

- | | |
|-----|------------------|
| 117 | Lesson: Workshop |
|-----|------------------|

121 Unit 8: Appendix

- | | |
|-----|------------------|
| 123 | Lesson: Appendix |
|-----|------------------|

133 Unit 9: Billing Documents in Sales and Distribution Processes

- | | |
|-----|-----------------------------------------------------------------------------|
| 135 | Lesson: Integrating Billing Documents in the Sales and Distribution Process |
|-----|-----------------------------------------------------------------------------|

139 Unit 10: Organizational Units

- | | |
|-----|-----------------------------------------|
| 141 | Lesson: Setting Up Organizational Units |
|-----|-----------------------------------------|

147	Unit 11:	The Billing Process
149		Lesson: Controlling the Billing Process
157	Unit 12:	Special Billing Types
159		Lesson: Processing Special Billing Types
171	Unit 13:	Data Flow
173		Lesson: Setting Up the Data Flow for Billing Documents
183	Unit 14:	Billing Document Creation
185		Lesson: Creating Billing Documents in Different Ways
195	Unit 15:	Types of Settlement
197		Lesson: Analyzing Invoice Combination and Invoice Split
201		Lesson: Understanding Special Types of Settlement
211	Unit 16:	Special Business Processes
213		Lesson: Setting Up Billing Plans
221		Lesson: Processing Down Payments
227		Lesson: Processing Installment Payments
233	Unit 17:	Account Determination
235		Lesson: Setting Up the Account Determination
241	Unit 18:	Interface Between Sales and Distribution and Financial Accounting
243		Lesson: Adjusting the Interface Between Sales and Distribution and Financial Accounting
253	Unit 19:	Appendix
255		Lesson: More Information on Output Management, Technical Information, and Basics of Accounting Principles

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

- Application Consultant

TS462

Sales in SAP S/4HANA Academy Part II 2/2

Course Version: 23
Course Duration: 10 Day(s)
Material Number: 50161906

SAP Copyrights, Trademarks and Disclaimers

© 2023 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <https://www.sap.com/corporate/en/legal/copyright.html> for additional trademark information and notices.

Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials may have been machine translated and may contain grammatical errors or inaccuracies.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation



Demonstration



Procedure



Warning or Caution



Hint



Related or Additional Information



Facilitated Discussion



User interface control

Example text

Window title

Example text

Contents

vii Course Overview

1 Unit 1: Idea and Function of the Delivery Document

3 Lesson: Explaining the Concept and Structure of the Delivery Document

13 Unit 2: Basic Organizational Units for the Delivery Process

15 Lesson: Maintaining the Organizational Units for Delivery Processes

27 Unit 3: Controlling Deliveries

29 Lesson: Controlling Delivery Documents

43 Unit 4: The Goods Issue Process Based on the Delivery

45 Lesson: Adjusting Automatic Determination of Relevant Fields for Outbound Delivery Creation

51 Lesson: Adjusting Delivery and Transportation Scheduling

57 Lesson: Processing Outbound Deliveries

65 Lesson: Using the Outbound Delivery Monitor

73 Unit 5: Processes and Functions based on the Delivery with Embedded EWM

75 Lesson: Picking Outbound Deliveries with EWM

81 Lesson: Posting Goods Issue

83 Lesson: Creating Inbound Deliveries in EWM

87 Lesson: Using Special Functions in Deliveries

95 Unit 6: Organizational Structures

97 Lesson: Creating Organizational Elements

105 Lesson: Applying Shared Master Data and Cross-Division Sales

111 Unit 7: Copy Control

113 Lesson: Understanding the Concept of Copy Control

117 Lesson: Modifying Copy Control for Sales Documents

121 Lesson: Analyzing Copy Control for Delivery Documents

123 Lesson: Analyzing Copy Control for Billing Documents

129 Unit 8: Text Control

131 Lesson: Identifying Text Sources

133 Lesson: Configuring Text Control

145	Unit 9:	Output Control
147		Lesson: Configuring SAP S/4HANA output management
153		Lesson: Using Output Determination with Condition Technique
161		Lesson: Understanding Basic Principles of Processing Printed Output
175	Unit 10:	Material Master Record Field Selection
177		Lesson: Describing the Concept of Field Selection for Material Master Records
183		Lesson: Defining Field References for Material Master Records
193	Unit 11:	Enhancements and Modifications
195		Lesson: Using Enhancement Technology
199		Lesson: Performing System Modifications Using Classic Enhancement Technology
207		Lesson: Performing System Modifications Using the Enhancement Framework
211		Lesson: Adding New Fields

Course Overview

TARGET AUDIENCE

This course is intended for the following audiences:

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

