Course Schedule 2020
SAP Skills University Singapore

<table>
<thead>
<tr>
<th>Solution / Course</th>
<th>Duration</th>
<th>Fee excl 7% GST (SGD)</th>
<th>Start Date</th>
<th>End Date</th>
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<tbody>
<tr>
<td>WSG SAL SAP S/4HANA - Sales – (FT)</td>
<td>22 days</td>
<td>15,927</td>
<td>02-Oct-20</td>
<td>02-Nov-20</td>
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<tr>
<td>S4H00 SAP S/4HANA Overview</td>
<td>3 days</td>
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<td>02-Oct-20</td>
<td>03-Oct-20</td>
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<tr>
<td>S4600 Business Processes in SAP S/4HANA Sales</td>
<td>4 days</td>
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<td>S4605 Sales Processing in SAP S/4HANA Sales</td>
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<td>09-Oct-20</td>
<td>15-Oct-20</td>
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<tr>
<td>S4610 Delivery Processing in SAP S/4HANA</td>
<td>2 days</td>
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<td>16-Oct-20</td>
<td>19-Oct-20</td>
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<td>S4615 - Invoice Processing in SAP S/4 HANA Sales</td>
<td>2 days</td>
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<td>22-Oct-20</td>
<td>23-Oct-20</td>
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<td>S4620 - Pricing in SAP S/4HANA Sales</td>
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<td>S4650 - Cross-Functional Topics in SAP S/4HANA Sales</td>
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<tr>
<td>C_TS462_1809 - SAP Certified Application Associate</td>
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<td>27-Nov-20</td>
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<td>- SAP S/4HANA Sales 1809</td>
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Please note, SAP reserves the right to change the pricing and / or promotions without prior notice.
Course details are the last updated on 07-May-2020
For more information, visit https://training.sap.com/

S4H00 SAP S/4HANA Overview

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
  – Explain SAP S/4HANA embedded analytics capabilities and additional BI/BW tools
  – Gain basic knowledge about SAP Activate to accelerate SAP S/4HANA adoption

Audience
• Everyone interested in getting an overview of SAP S/4HANA

Prerequisites
Essential
• None

Recommended
• Basic business administration/process knowledge required
S4H00 SAP S/4HANA Overview (Contd...)

Course based on software release
• SAP S/4HANA 1809

Content
• SAP S/4HANA Overview
• Navigation
  – SAP Fiori UX
  – SAP Business Client
  – SAP Logon
• System-wide concepts
  – Organizational elements
  – Master data concept (e.g. material master, business partner)
• Logistics capabilities
  – Purchase-to-pay processing
  – Plan-to-Produce processing
  – Order-to-Cash processing
• Finance capabilities
  – Financial Accounting
  – Management Accounting
• Human Resources capabilities
• Embedded Analytics
• SAP Activate
  – Best Practices content

Notes
• This course is the recommended entry point to the SAP S/4HANA curriculum for learners without specific SAP background knowledge.

S4600 Business Processes in SAP S/4HANA Sales

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 that are relevant during the 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

Prerequisites
Essential
• Basic business knowledge of processes in sales
S4600 Business Processes in SAP S/4HANA Sales (Contd...)

Recommended
• S4H00

Course based on software release
• SAP S/4HANA 1809 SPS1

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 Monitor
  – Using Analytical Apps

Notes
• The course covers the functions in sales processing in SAP S/4HANA. It does not examine company-specific requirements in Customizing.
• The course will also be available in a self-paced e-learning format under course code S4600e.
• This course is mostly suitable for participants who do not know the sales processes in SAP ERP. For those who already know the sales processes in SAP ERP, the delta training S4SD1 is more applicable.
S4605 Sales Processing in SAP S/4HANA Sales

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

Prerequisites
Essential
• S4600

Recommended
• None

Course based on software release
• SAP S/4HANA 1809

Content
• Introduction to the Sales Process in SAP S/4HANA
  – Processing Sales Documents
• Enterprise Structures in Sales and Distribution
  – Setting Up Enterprise Structures
• Sales Order Processing
  – Identifying Sources of Document Data
  – Using Additional Functions During Sales Order Processing
• Sales Document Customizing
  – Controlling Sales Processes
  – Defining Sales Document Types
  – Applying Item Categories
  – Interpreting the Item Category Determination
  – Using Bills of Material in Sales Documents
  – Applying Schedule Line Categories
  – Interpreting the Schedule Line Category Determination
• Data Flow
  – Interpreting the Document Flow of Sales Processes
  – Setting Up the Copying Control
• Special Business Processes
  – Executing Special Business Processes (Different types of sales orders and consignment processing)
• Incomplete Documents
  – Handling Incomplete Documents
  – Setting Up an Incompletion Procedure
• Business Partners
  – Using Partner Functions in Sales Processes in SAP S/4HANA
  – Setting Up Partner Determination Procedures
  – Business Partner Integration for Customer
• Outline Agreements
  – Using Different Types of Outline Agreements
  – Interpreting the Set-Up of Value Contracts
S4605 Sales Processing in SAP S/4HANA Sales (Contd...)

- Setting Up Specific Contract Data
- Material Determination
  - Setting Up Material Determination
- Material Listing and Exclusion
  - Setting Up Master Data for Material Listing / Exclusion
- Free Goods
  - Setting Up the Determination of Free Goods
- Sales Scenarios
  - Setting Up a Cash Sales Scenario
  - Controlling the Usage of Bills of Material in a Sales Order
  - Setting Up a Material Determination Scenario

S4610 Delivery Processing in SAP S/4HANA

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

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

Prerequisites
Essential
- S4600
- S4601

Recommended
- SCM605

Course based on software release
- SAP S/4HANA 1809

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
  - Picking
S4610 Delivery Processing in SAP S/4HANA (Contd...)  
- Packing Process  
- Handling Goods Issues  
- Using Special Functions in Deliveries  
- Further Application Areas of the Delivery Document  
  - Transferring Stock Between Plants  
  - Performing Goods Receipts Using Deliveries  
  - Miscellaneous Functions with Deliveries

S4615 Invoice Processing in SAP S/4 HANA Sales  

Goals  
- This course will prepare you to:  
  - Use functions and customizing settings for billing in sales.  
  - Set up the billing interface points between sales and financial accounting.

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

Prerequisites  
Essential  
- S4600

Recommended  
- S4605  
- S4620

Course based on software release  
- SAP S/4HANA 1709 FP01

Content  
- Billing Documents in Sales and Distribution Processes  
  - Integrating Billing Documents in the Sales and Distribution Process  
- Organizational Units  
  - Setting Up Organizational Units  
- The Billing Process  
  - Controlling the Billing Process  
- Special Billing Types  
  - Creating Billing Documents in Complaint Processing  
  - Creating Pro Forma and Cash Sales Invoices  
- Data Flow  
  - Setting Up the Data Flow for Billing Documents  
- Billing Document Creation  
  - Creating Billing Documents in Different Ways  
- Types of Settlement  
  - Analyzing Invoice Combination and Invoice Split  
  - Setting Up Invoice Lists  
- Special Business Processes  
  - Up Billing Plans
S4615 Invoice Processing in SAP S/4 HANA Sales (Contd...)

- Processing Down Payments
- Processing Installment Payments
- Account Determination
  - Setting Up the Account Determination
- Interface Between Sales and Financial Accounting
  - Adjusting the Interface Between Sales and Financial Accounting
- Appendix

Notes
- To understand invoice processing in financial accounting within SAP S/4HANA please attend course S4F12.
- Cost-related billing and internal allocation are not covered in this course.

S4620 Pricing in 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 Owner / Team Lead / Power User

Prerequisites
Essential
- S4600

Recommended
- S4605 or knowledge of sales document configuration in SAP

Course based on software release
- SAP S/4HANA 1809

Content
- Condition technique in Pricing
  - Introducing Pricing
  - Introducing Condition Technique
- Pricing Configuration
  - Configuring Pricing
- Condition Records
  - Working with Pricing Reports
  - Maintaining Condition Records
  - Working with Condition Records
- Special Functions
  - Applying Special Pricing Functions like exclusion or group condition
- Condition Types
  - Using Special Condition Types
  - Using Statistical Condition Types
  - Analyzing the Determination of Tax Condition Types
S4620 Pricing in SAP S/4HANA Sales (Contd...)

- Workshop: Troubleshooting Exercise
  - Overview Pricing Agreements
- Introduction to Condition Contract Settlement Management in SAP S/4HANA Sales

Notes
- Sales price determination through preliminary costing as part of make-to-order production is dealt with in the course S4F25 (Cost Object Controlling)
- Pricing for variant configuration is not covered in the S4620 course, a specific course for this topic is in discussion (S4105 “Variant Configuration”)

S4650 Cross-Functional Topics 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 New Output Management)
  - Understand system modification options

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

Prerequisites
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 Invoice Processing in SAP S/4HANA Sales

Recommended
- None

Course based on software release
- SAP S/4HANA 1809

Content
- Impact of Organizational Structures
  - Creating Organizational Elements
  - Applying Shared Master Data and Cross-Division Sales
- Copy Control
  - Modifying Copy Control
- Text Control
  - Identifying Text Sources
  - Configuring Text Control
S4650 Cross-Functional Topics in SAP S/4HANA Sales (Contd...)

• Output
  – Adjusting Output Determination
  – Adjusting Output Types
  – New Output Management
• Enhancements and Modifications
  – Using Enhancement Technology
  – Adding New Fields
  – Adjusting Lists in Sales and Distribution
  – Setting Up Field Selection for Material Master Records
  – Defining Field References for Material Master Records
  – Controlling Customer Master Data Using Account Groups
  – Performing System Modifications Using Classic Enhancement Technology
  – Performing System Modifications Using the Enhancement Framework

Notes
• Sales price determination through preliminary costing, as part of make-to-order production, is dealt with in the course S4F25 (Cost Object Controlling).
• Pricing for variant configuration is not covered in the S4620 course. A specific course for this topic is under discussion (S4105 - Variant Configuration").