

Course Schedule 2021

SAP Skills University Singapore

Solution / Course	Duration	Fee excl 7% GST (SGD)	Start Date	End Date
WSGSAL SAP S/4HANA - Sales - (FT)	20 days	17,520	29-Nov-21	27-Dec-21
Ts460 - Sales in SAP S/4HANA Academy Part I	10 days		29-Nov-21	10-Dec-21
Ts462 - Sales in SAP S/4HANA Academy Part II	10 days		13-Dec-21	27-Dec-21
C_TS462_2020 SAP Certified Application Associate – SAP S/4HANA Sales 2020			12-Jan-22	12-Jan-22

Please note, SAP reserves the right to change the pricing and / or promotions without prior notice.

Course details are the last updated on 30-Sep-2021
For more information, visit <https://training.sap.com/>

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

Prerequisites

Essential

- Basic Business knowledge in sales and distribution processing

Recommended

- S4H00
- Ts410

Course based on software release

- SAP S/4HANA 2020

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

TS460 Sales in SAP S/4HANA Academy Part I (Contd...)

- 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
- Delivery processes and customizing
 - Controlling outbound deliveries
 - Creating and processing deliveries, picking, packaging, goods issue

Notes

- This training is necessary for all customers who want to get insight into product development with SAP S/4HANA.

TS462 Sales in SAP S/4HANA Academy Part II

Goals

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

Audience

- Application Consultant
- Business Analyst
- Solution Architect

Prerequisites

Essential

- TS460 Sales in SAP S/HANA Academy Part I or knowledge of the detailed courses S4600, S4605 and S4610 in S4HANA Sales

Recommended

- None

Course based on software release

- SAP S/4HANA 2020

Content

- Pricing
 - Condition technique and configuration of pricing.
 - Using prices and other conditions in sales documents
 - Introduction in Condition Contract Management

TS462 Sales in SAP S/4HANA Academy Part II (Contd...)

- Billing
 - Controlling billing documents and forms of settlement
 - Billing plans and down payments
 - Revenue account determination features of the SD-FI interface
- Cross Functional Topics
 - Modifying Copy Control
 - Set up Text Control and Output
 - Get an overview of performing system modifications and using enhancement technology
- Advanced Available-to-Promise (aATP) in SAP S/4HANA
 - Concept of aATP
 - Availability check with production allocation and backorder processing

Notes

- Two attempts to pass the corresponding certification exam are included in the training fee. The exam can be executed via the SAP Certification Hub <https://sapcertification.questionmark.eu/602056/ext/certificationhub/>.
- As of the date of the course booking you can utilize these two attempts within one year.

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