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

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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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