

SAP® S/4HANA Sales

The SAP® Certification exam is offered in three levels *Associate*, *Associate Advanced*, and *Professional*—passing these boosts confidence, establishes expertise, and earns client trust.

Organisational Structure and General Settings

- Company Code
- Sales Area
- Sales Offices and Sales Groups
- Shipping Points and Loading Points
- Transportation Planning Points

Business Partner Management

- Create New Business Partners
- General Data
- Sales Information
- Customer Hierarchy

Material Master Data Elements

- Sales Organisation Data: Sales View 1
- Sales Organisation Data: Sales View 2
- Sales: General/Plant Data
- International Trade: Export
- Customer Material Information Records

Pricing and Condition Technique

- Pricing
- Free Goods
- Material Determination
- Cross-Selling
- Dynamic Product Proposals
- Listing/Exclusion
- Output Determination and Management
- Bonus Buy

Sales Contract and Agreement Management

- Master, Value and Quality Contracts
- Customer Rebate Agreements

Sales Order Management

- Creating Sales Documents
- Creating Standard Sales Orders: Overview
- Creating Standard Sales Orders: Header Data

- Creating Standard Sales Orders: Item Data
- Incompletion Procedure: Log of Incomplete Items
- Rush Orders
- Cash Sales (Retail)

Available to Promise and Transfer of Requirements

- Product Availability Check
- Available to Promise Checks
- Transfer of Requirements
- Segmentation Strategy
- Product Allocation
- Rule-Based ATP

Drop Shipments and Special Orders

- Drop Shipments
- Special Orders
- Purchase Requisitions and Purchase Orders
- Vendor Interfaces
- Statistical Goods Receipt
- Drop Shipment Billing

Shipping and Delivery

- Shipping Points
- Delivery Documents
- Create Delivery: Header Details
- Create Delivery: Item Details
- Decentralize Warehouse Integration
- Picking/Transfer Orders
- Packing
- Transportation Planning
- Post Goods Issue
- Proof of Delivery and Valuated Stock-in Transit
- Document Flow
- Inbound Deliveries

Billing and Invoicing

- Creating Billing Documents
- Invoice Lists
- Milestone Billing, Periodic Billing, and Down Payments
- Accounting Documents and Revenue Recognition
- Intercompany Billing
- Proforma Invoices

Stock Transfer Orders and Intercompany Sales

- Stock Transfer Orders
- Intercompany Sales

Customer Consignment

- Standard Customer Consignment
- Reverse Customer Consignment

Customer Complaint Management

- Customer Returns: Advanced Returns Management
- Customer Returns: Lean Returns
- Credit/Debit Requests
- Free of Charge Orders
- Customer Inquiries
- Status Profiles

Reporting and Analytics

- ABAP List Viewer
- SAP Fiori Workflow
- SAP Fiori Operational Reports
- SAP GUI Operational Reports and Due Lists
- Analytics