



# SAP S4 HANA SD Training Curriculum

## STRUCTURE



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### About Croma Campus:

Croma Campus Training & Development Private Limited is an education platform since 2010 providing rigorous industry-relevant programs designed and delivered in collaboration with world-class faculty and industry.

- Hands-On Live Projects
- Simulation Test Papers
- Industry Cases Studies
- 61,640+ Satisfied Learners
- 140+ Training Courses
- 100% Certification Passing Rate
- Live Instructor Classroom / Online Training
- 100% Placement Assistance

### Croma Campus Training Program Deliverables:

- **Session Recordings** - Original Class Room Voice & Video Recording
- **Training Material** - Soft Copy Handbooks
- **Assignments** - Multiple Hands-on Exercises
- **Test Papers** - We provide **Practice Test** as part of our course to help you prepare for the actual certification exam.
- **Live Case Studies**
- **Live Projects** - Hands-on exercises and Project work. You will work on real time industry-oriented projects and assignments for each module to practice.
- **Key focus on Hands-on exercises and Project work.** You will work on real time industry-oriented projects.
- Faculty with more than **10+ Years of Experience** in the Industry.
- **Technical Resume Designing & Job Assistance:** With more than 100+ Clients across the Globe and we help learners to get a good job in their respective field. We also help learners with resume preparation.
- **Interview Q&A**
- **About Croma Campus Training Certificate:** Croma Campus will provide you with an industry-recognized (Certified by **ISO 9001:2015** & **E-Cell IIT Jodhpur**) course completion certificate which has lifelong validity.
- **How I Unlock my Croma Campus Certificate:** Attend Complete Batch & Submit at least One Completed Project.

## HANA Functional

- **Introduction to SAP HANA**
  - SAP In-Memory Strategy, Architecture Overview
  - Row Store, Column Store
  - Attribute Views, Attribute Views, Calculation Views
  
- **SAP S/4 HANA**
  - S/4 HANA Roadmap
  - Benefits of S/4 HANA from business perspective
  - Ways from Business Suite to S/4 HANA
  - Deployment Options (On Premise, Cloud and Hybrid)
  
- **Introduction to SAP Activate Methodology**
  - System Conversion, Landscape transformation, new implementation
  
- **Overview of SAP HANA Cloud Solutions**
  - SAP Strategy for Cloud and SAP HANA
  - SAP Cloud Data Centres
  - SAP HANA Enterprise Cloud
  - SAP HANA Enterprise Cloud Use Cases
  - Examples of On-Premise to Cloud Integration
  
- **Key Innovations**
  - Business Partner
  - Order Management Billing
  - Credit Management
  - Material Requirement Planning
  - Architectural Changes/ Configurations related to Sales
  
- **Overview of Fiori Apps**
  - Overview of SAP Fiori Apps related to Logistics/ Supply Chain

## S4/HANA SD

- **Overview of Sales & Distribution**
  - Organizational Structures
  - Sales and Distribution Aspect
  - Materials Management Aspect
  
- **Master Data Overview**
  - Working with Business Partners
  - Working with Material Master Record
  - Customer Account groups
  - Working with Customer Info Records

- **Pre-Sales Activities**
  - Inquires
  - Quotations
  
- **Creating, Processing and Controlling**
  - Item Categories Determination
  - Schedule lines Categories Determination
  - Copy Control
  - Log of incomplete items
  - Creation of sales order with reference
  
- **Pricing**
  - Condition Technique
  - Condition Type
  - Access Sequence
  - Condition Record
  - Condition Table
  - Price Determination
  - Definition And Maintenance of Prices, Surcharges, and Discounts
  
- **Fast Material Entry in Sales order**
  - Product Proposals
  - Material Listing and Exclusion
  - Material Determination
  - Free Goods
  
- **Sales Order Types**
  - Rush Order
  - Cash Sales
  - Free of Charge Deliveries
  
- **Outline Agreements**
  - Consignments
  - Bill of Material
  
- **Shipping**
  - Overview of Shipping
  - Shipping Point and Route Determination
  - Creating and Controlling Outbound Delivery
  - Delivery Processing
  - Picking
  - Picking Conformation
  - Goods Issue
  
- **Billing**
  - Billing Document Types
  - Creation of Billing Documents
  - Overview of Billing Methods
  - Billing Plan

- Revenue Account Determination
- Posting Billing Document to Accounts
  
- **Credit Management**
  - Purpose of Credit Management
  - Types of Credit Management
  - Configuration
  
- **Other Topics**
  - Text Determination
  - Partner Determination
  - Output Determination

## **Business Process**

- **Description**
  - Normal Sale
  - Return Sales
  - Third Party Sales
  - Free Goods
  - Text Item
  - Consignment Fill & Issue
  - Consignment Pick & Return
  - Sales Using Sales Bom