

C_TS462: SAP S/4HANA Sales (SD)

Configure and run order to cash in SAP S/4HANA, and prepare for the SAP Certified Associate exam in sales.

DURATION

6 days · 48 hours

LEVEL

Intermediate

CURRICULUM

19 modules · 17 labs

DELIVERY

Live online, Onsite,
Corporate

Course overview

Sales and distribution is where a business earns its revenue, and SAP S/4HANA Sales covers the full order-to-cash process from quotation to customer payment. Consultants and key users who understand both the configuration and the business flow are sought after by manufacturers, distributors and consulting firms across India. This six-day course teaches the module hands-on.

Day one sets up the sales organisational structure — sales organisations, distribution channels, divisions, sales areas, shipping points — and the master data: business partners for customers, partner functions, customer-material info records and condition records. Day two covers sales documents: document types, item categories, schedule line categories, determination rules and copy control.

Day three is dedicated to pricing with the condition technique — condition types, access sequences, condition tables, pricing procedures and their determination — along with taxes, discounts, freight and free goods. Day four follows the shipping process: delivery types, shipping point and route determination, picking, packing and post goods issue, and the availability check (ATP) with its checking groups and scope of check.

Day five covers billing: billing types, invoice splits and combinations, billing plans, intercompany and third-party billing, and revenue account determination to finance. Day six introduces credit management in S/4HANA, special business processes such as returns, consignment and rush orders, output determination and an exam readiness session.

This course is aligned to the SAP Certified Associate exam in SAP S/4HANA sales (base code C_TS462). Ace Skills is not an SAP partner and does not use official SAP courseware. Exam codes carry a release suffix, so please confirm the current code on SAP Learning before booking.

Highlights

- 48 hours of live, trainer-led sessions
- Configuration labs in an SAP S/4HANA training system
- Sales documents, copy control and pricing
- Delivery, billing and revenue account determination
- Credit management, ATP and practice questions

What's included

- SAP S/4HANA training system access with configuration rights
- Full order-to-cash cycle labs
- Sales document and copy control configuration
- Pricing procedure build from the condition technique up
- Availability check and shipping configuration practice
- Billing and revenue account determination labs
- Credit management and special business processes
- Practice questions mapped to the exam topic areas
- Course completion certificate from Ace Skills Consulting

Who this course is for

Who should attend

- Aspiring SAP SD consultants
- Sales operations, customer service and logistics professionals moving into SAP
- Order-to-cash key users and super users on S/4HANA projects
- SAP ECC SD consultants upgrading to S/4HANA
- MBA and commerce graduates targeting SAP functional roles

Prerequisites

- General understanding of sales order, delivery and invoicing processes
- Basic SAP navigation, or completion of our SAP S/4HANA Overview course

Detailed curriculum — 6 days, 48 hours, 19 modules, 17 hands-on labs

Day 1 Organisational Structure and Master Data

8 hours

1.1 Sales in S/4HANA

- Order-to-cash process overview
- Fiori apps for sales and billing
- Integration with MM, FI and PP
- S/4HANA changes compared with ECC
- Implementation guide basics

1.2 Sales organisational structure

- Sales organisations, distribution channels and divisions
- Sales offices and sales groups
- Assigning sales and shipping units to plants and company codes
- Sales areas
- Shipping points and loading points

LAB Define and assign a sales area and shipping point · 50 min

1.3 Customer master data

- Business partner roles for customers
- Sales area data
- Customer-vendor integration
- BP groupings and number ranges
- Partner functions and partner determination

LAB Configure partner determination and create a customer · 50 min

1.4 Other sales master data

- Material master sales views
- Condition records overview
- Customer-material info records
- Material determination and listing/exclusion

LAB Create a customer-material info record and material determination · 30 min

Day 2 Sales Documents

8 hours

2.1 Sales document processing

- Inquiries, quotations and sales orders
- Document flow and status
- Fiori apps for sales orders
- Contracts and scheduling agreements
- Incompletion procedures

LAB Create a quotation and convert it into a sales order · 40 min

2.2 Sales document configuration

- Sales document types
- Schedule line categories and determination
- Order reasons and blocks
- Item categories and item category determination
- Number ranges

LAB Configure a new sales document type with item category determination · 60 min

2.3 Copy control

- Copy control between documents
- Copying requirements and data transfer routines
- Header, item and schedule line level
- Reference mandatory settings

LAB Configure copy control from quotation to order · 40 min

Day 3 Pricing

8 hours

3.1 Condition technique

- Condition types
- Access sequences
- Pricing analysis
- Condition tables
- Condition records and validity

LAB Create a condition table, access sequence and condition type · 50 min

3.2 Pricing procedures

- Pricing procedure structure
- Pricing procedure determination
- Header and group conditions
- Subtotals, requirements and alternative formulas
- Manual pricing and condition limits

LAB Build and determine a pricing procedure · 60 min

3.3 Special pricing topics

- Taxes and tax determination
- Free goods
- Price changes in documents
- Discounts, surcharges and freight
- Rebate and settlement management overview

LAB Configure free goods and a customer discount · 35 min

Day 4 Availability Check and Shipping

8 hours

4.1 Availability check and transfer of requirements

- ATP concept in S/4HANA
- Scope of check
- Backorder processing overview
- Checking groups and checking rules
- Transfer of requirements

LAB Configure scope of check and test ATP · 45 min

4.2 Delivery processing

- Delivery types and item categories
- Delivery creation and delivery due list
- Shipping point and route determination
- Delivery split and combination

LAB Configure route determination and create deliveries · 45 min

4.3 Picking, packing and goods issue

- Picking with storage location determination
- Post goods issue and its accounting impact
- Shipping reports
- Packing and handling units
- Proof of delivery

LAB Pick, pack and post goods issue · 40 min

Day 5 Billing and Revenue Integration

8 hours

5.1 Billing processing

- Billing types
- Invoice split and combination
- Cancellation
- Invoices, credit and debit memos
- Billing due list

LAB Create billing documents with invoice split · 40 min

5.2 Billing configuration

- Billing type configuration
- Billing plans: periodic and milestone
- Third-party billing
- Copy control for billing
- Intercompany billing

LAB Configure a periodic billing plan · 45 min

5.3 Revenue account determination

- Account determination procedure
- Condition technique for accounts
- Analysing account determination errors
- Account assignment groups
- Posting to FI and the Universal Journal

LAB Configure revenue account determination and release to accounting · 50 min

Day 6 Credit Management, Special Processes and Exam Readiness

8 hours

6.1 Credit management

- Credit management in S/4HANA
- Credit checks in sales documents
- Credit exposure overview
- Credit segments and limits
- Blocked documents and release

LAB Set up a credit check and release a blocked order · 45 min

6.2 Special business processes

- Returns and complaints
- Rush and cash sales
- Output determination
- Consignment processing
- Make-to-order overview

LAB Process a customer return with credit memo · 40 min

6.3 Exam readiness

- C_TS462 topic area review
- Practice questions with review
- Question styles and time management
- Confirming the current release code on SAP Learning

Skills and tools

Skills you will build

SAP SD

S/4HANA Sales

Order to cash

Sales organisational structure

Business partner

Partner determination

Sales documents

Copy control

Pricing

Condition technique

Availability check (ATP)

Shipping

Billing

Revenue account determination

Credit management

Tools used in class

SAP S/4HANA (training system)

SAP Fiori launchpad

SAP GUI

Implementation guide (SPRO)

Certification exam

This course is aligned to the exam below and prepares you for it. The exam itself is booked and taken with the vendor.

Exam	SAP Certified Associate – SAP S/4HANA Cloud Private Edition, Sales
Exam code	C_TS462
Official page	https://learning.sap.com/certifications

Exam skill areas covered

Finance and availability check

Exam details are pending verification. Confirm the current exam code, format and fee on the official vendor page before booking.

Frequently asked questions

Is this an official SAP course?

No. Ace Skills is not an SAP partner; this is an independent course aligned to the C_TS462 exam topic areas.

Which exam code should I book?

SAP adds a release suffix to C_TS462 and changes it periodically. Confirm the current code on SAP Learning before booking.

Do I need sales experience?

It helps but is not required. Each process is explained from the business side before we configure it.

Is pricing covered in depth?

Yes. A full day is spent on the condition technique and pricing procedures, which also helps with MM pricing.

Will I configure the system myself?

Yes. You complete the configuration and transaction labs yourself in an SAP S/4HANA training system.

Book a batch or talk to an advisor

Course page: aceskillsconsulting.com/course/c-ts462-sap-s4hana-sales-sd · Email: info@aceskillsconsulting.com

Chennai office

Guindy, Chennai, Tamil Nadu

Delhi office

B-95, Old Post Office Street, Shakarpur

New Delhi 110092

Office: 98180 12523

SAP, SAP S/4HANA, SAP BTP, SAP Fiori, SAP SuccessFactors, SAP Ariba, SAP Analytics Cloud, SAP BW/4HANA and ABAP are trademarks or registered trademarks of SAP SE or its affiliates. All product names, logos, brands, trademarks and registered trademarks are the property of their respective owners. Ace Skills Consulting is an independent training provider; unless explicitly stated, it is not affiliated with, endorsed by or sponsored by any vendor mentioned on this site. Exam details are provided for guidance and may change — always confirm on the vendor's official website. Curriculum generated on 23 Oct 2026; topics and order may be adjusted by the trainer to suit each batch.