



Study Guide

SAP Certified Application Associate – SAP S/4HANA Sales C_TS460_1610

How to Prepare for Your Certification Exam

CUSTOMER

INTRODUCTION

The "SAP Certified Application Associate - SAP S/4HANA Sales" certification exam verifies that a learner possesses the core knowledge in SAP S/4HANA sales that is required to act as a consultant on projects in a mentored role.

Even though SAP S/4HANA is based on a new code-line compared to SAP ERP, the simplifications that were introduced with SAP S/4HANA do not change all basic business processes and their customizing.

In the SAP ecosystem, there are a lot of consultants coming with an SAP ERP background who are just upskilling to SAP S/4HANA by learning what's new/changed. Because of this, this certification is primarily targeted at this target group with solid fundamentals knowledge about SAP ERP sales processes and their customizing – and potentially are already certified as SAP ERP sales consultants (C_TSCM62_67 "SAP Certified Application Associate – Sales and Distribution, ERP 6.0 EhP7").

In order to make it easier for exam candidates to prepare for the certification the following information will provide more details about the knowledge that is required to successfully pass the exam, specifically related to those exam topics that did not change compared to ERP.

Please make sure to also consult the exam description and sample questions that are available on the SAP Training Shop, accessible via the following link:

https://training.sap.com/shop/certification/c_ts460_1610

REQUIRED KNOWLEDGE FROM SAP ERP SALES

The SAP ERP sales knowledge that is required to prepare for the C_TS460_1610 - SAP Certified Application Associate – SAP S/4HANA Sales (1610) certification exam is listed below including a more detailed reference about how to attain the required knowledge via SAP Education courses/academies.

VIA ERP ACADEMIES (ALSO MENTIONS DELTA COURSES)

1. **Sales Documents (Customizing):** *Explain and perform tasks relating to sales documents incl. their customizing.*

Topic	Learning Asset	Unit	Lesson
Sales Document Type Configuration	TSCM60_1_Col15	13	2
	TSCM60_1_Col15	13	5
Item Category Configuration	TSCM60_1_Col15	13	3
Schedule Line Category Configuration	TSCM60_1_Col15	13	6
Consignment Processing	TSCM60_2_Col15	2	1

2. **Billing Process and Customizing:** *Explain and perform tasks related to billing and maintain customization settings required to perform basic billing processes.*

Topic	Learning Asset	Unit	Lesson
Billing Basics	TSCM62_1_Col15	13	1
		16	1
		12	1
Pricing and Condition Technique	TSCM62_1_Col15	11	1
Customizing Settings for Basic Billing Processes	TSCM62_1_Col15	9	1
		14	2
		15	1

3. **Shipping Process and Customizing:** *Describe how shipping transactions are processed in relation to sales order management and their associated customizing settings, and which customizing settings are required to perform basic shipping processes.*

Topic	Learning Asset	Unit	Lesson
Shipping Process Basics	TSCM60_2_Col15	1	1
Delivery Type and Item Category Configuration	TSCM60_2_Col15	12	1
Scheduling	TSCM60_2_Col15	13	2
Route Determination	TSCM60_2_Col15	13	1
Packing of Materials	TSCM60_2_Col15	14	2

4. **Master Data:** *Setup and maintain relevant master data.*

Topic	Learning Asset	Unit	Lesson
Material Master	TSCM60_1_Col15	3	2
Condition Records	TSCM60_1_Col15 TSCM62_1_Col15	3 5	4 1

5. **Pricing and Condition Technique:** *Explain and perform tasks relating to pricing and condition techniques.*

Topic	Learning Asset	Unit	Lesson
Condition Technique in Pricing	TSCM62_1_Col15 TSCM62_1_Col15 TSCM62_2_Col15	1 4 4	2 1 2
Pricing Configuration with Additional Fields	TSCM62_1_Col15	2	2
Working with Condition Records	TSCM62_1_Col15	3	3

6. **Sales Process:** *Explain and perform tasks relating to the sales process.*

Topic	Learning Asset	Unit	Lesson
Sales Process Basics	TSCM60_1_Col15 TSCM60_1_Col15 TSCM62_1_Col15	2 9 10	1, 2 2 1
Special Sales Processes	TSCM60_1_Col15	8	2
Collective Processing	TSCM60_1_Col15	5	1
Billing	TSCM60_1_Col15 TSCM60_1_Col15	2 2	1 5
Shipment Scheduling	TSCM60_1_Col15	4	2

7. **Availability Check:** *Explain and perform tasks relating to the availability check.*

Topic	Learning Asset	Unit	Lesson
Availability Check Basics	TSCM60_1_Col15	6	1
Availability Check Configuration	TSCM60_1_Col15	6	1
Shipping Process	TSCM60_1_Col15	6	1

8. **Cross-Functional Customizing:** *Maintain customizing settings required to perform cross-functional business processes.*

Topic	Learning Asset	Unit	Lesson
Copy Control	TSCM62_2_Col15	1	1
Text Sources	TSCM62_2_Col15	2	1
Text Control	TSCM62_2_Col15	2	2

9. **Basic Functions (Customizing):** *Explain and perform tasks relating to the customizing of basic functions.*

Topic	Learning Asset	Unit	Lesson
Incomplete Documents Handling	TSCM60_2_Col15	3	1
Material Listings and Exclusions	TSCM60_2_Col15	7	1
Free Goods	TSCM60_2_Col15	8	1
Material Determination	TSCM60_2_Col15	6	1
Partner Determination	TSCM60_2_Col15 AND S4SD1	4	2

10. **Organizational Structures:** *Explain how to define the organization's structure using master data elements.*

Topic	Learning Asset	Unit	Lesson
Organizational Structure Basics	TSCM60_1_Col15	1	1
Setup Organizational Structures	TSCM60_1_Col15	11	1
Shipping Point and Plant Determination	TSCM60_1_Col15	4	1
Mandatory Organizational Elements for Billing/Accounting	TSCM62_1_Col15	8	1

11. **Simplifications:** *Demonstrate the ability to maintain business partner information, describe sales analytics in SAP S/4HANA, explain how billing output is determined in SAP S/4HANA Sales, explain the data model used for the SAP S/4HANA Sales tables, identify controls of the customer account group and maintain customer master data.*

Topic	Learning Asset	Unit	Lesson
Maintaining Business Partner Information	TSCM60_1_Col15 TSCM60_1_Col15 AND S4SD1 AND S4LG1	3 12	3 1
Maintaining Customer Master Data	TSCM60_1_Col15	13	5
Sales Analytics in SAP S/4HANA	S4SD1		
Output Determination in SAP S/4HANA Sales	S4SD1		
Data Model Used For SAP S/4HANA Sales Tables	S4SD1		
Customer Account Group Controls	S4SD1		

12. **Smart Business:** *Create a KPI in the KPI Modelling App, describe the advantages of the Smart Business approach, describe the features of the Sales Order Fulfillment Monitor and explain the ways of solving issues in Sales Orders in SAP S/4HANA Sales.*

Topic	Learning Asset	Unit	Lesson
KPI Creation	S4LG1		
Smart Business Approach	S4SD1		
Sales Order Fulfillment Monitor	S4SD1		
Solving Issues in Sales Orders in SAP S/4HANA Sales	S4SD1		

13. **Enterprise Management Execution:** *Outline the process sequence for the sale from stock process in SAP S/4HANA Sales, describe the EWM view of physical stock, explain the integration of SAP S/4HANA Sales with EWM and the use of EWM functions in the sales process flow and list functions of use to the internal sales representative that are applied by SAP S/4HANA Sales in contrast to the traditional SAP ERP system.*

Topic	Learning Asset	Unit	Lesson
Process sequence for the sale from stock process in SAP S/4HANA Sales	S4SD1 S4LG1		
EWM View of Physical Stock	S4LG1		
EWM Functions in Sales Process	S4LG1		
Internal Sales Rep Functions in SAP S/4HANA Sales	S4SD1		

14. **S/4HANA Essentials:** *Explain Best Practices for using SAP S/4HANA, describe the new user experience with SAP Fiori and describe the capabilities of embedded analytics within SAP S/4HANA.*

Topic	Learning Asset	Unit	Lesson
Embedded Analytics Within SAP S/4HANA	S4H01		
New User Experience with SAP Fiori	S4H01		
Best Practices for Using SAP S/4HANA	S4H01		

VIA ERP COURSES (ALSO MENTIONS DELTA COURSES)

1. **Sales Documents (Customizing):** *Explain and perform tasks relating to sales documents incl. their customizing.*

Topic	Learning Asset	Unit	Lesson
Sales Document Type Configuration	SCM605_Col15	4	2
	SCM605_Col15	4	5
Item Category Configuration	SCM605_Col15	4	3
Schedule Line Category Configuration	SCM605_Col15	4	6
Consignment Processing	SCM605_Col15	6	1

2. **Billing Process and Customizing:** *Explain and perform tasks related to billing and maintain customization settings required to perform basic billing processes.*

Topic	Learning Asset	Unit	Lesson
Billing Basics	SCM615_Col15	7	1
		10	1
		6	1
Pricing and Condition Technique	SCM615_Col15	5	1
Customizing Settings for Basic Billing Processes	SCM615_Col15	3	1
		8	2
		9	1

3. **Shipping Process and Customizing:** *Describe how shipping transactions are processed in relation to sales order management and their associated customizing settings, and which customizing settings are required to perform basic shipping processes.*

Topic	Learning Asset	Unit	Lesson
Shipping Process Basics	SCM605_Col15	5	1
Delivery Type and Item Category Configuration	SCM610_Col15	3	1
Scheduling	SCM610_Col15	4	2
Route Determination	SCM610_Col15	4	1
Packing of Materials	SCM610_Col15	5	2

4. **Master Data:** *Setup and maintain relevant master data.*

Topic	Learning Asset	Unit	Lesson
Material Master	SCM600_Col15	3	2
Condition Records	SCM600_Col15	3	4
	SCM620_Col15	5	1

5. Pricing and Condition Technique: *Explain and perform tasks relating to pricing and condition techniques.*

Topic	Learning Asset	Unit	Lesson
Condition Technique in Pricing	SCM620_Col15	1	2
	SCM620_Col15	4	1
	SCM650_Col15	4	2
Pricing Configuration with Additional Fields	SCM620_Col15	2	2
Working with Condition Records	SCM620_Col15	3	3

6. Sales Process: *Explain and perform tasks relating to the sales process.*

Topic	Learning Asset	Unit	Lesson
Sales Process Basics	SCM600_Col15	2	1, 2
	SCM600_Col15	9	2
	SCM615_Col15	4	1
Special Sales Processes	SCM600_Col15	8	2
Collective Processing	SCM600_Col15	5	1
Billing	SCM600_Col15	2	1
	SCM600_Col15	2	5
Shipment Scheduling	SCM600_Col15	4	2

7. Availability Check: *Explain and perform tasks relating to the availability check.*

Topic	Learning Asset	Unit	Lesson
Availability Check Basics	SCM600_Col15	6	1
Availability Check Configuration	SCM600_Col15	6	1
Shipping Process	SCM600_Col15	6	1

8. Cross-Functional Customizing: *Maintain customizing settings required to perform cross-functional business processes.*

Topic	Learning Asset	Unit	Lesson
Copy Control	SCM650_Col15	1	1
Text Sources	SCM650_Col15	2	1
Text Control	SCM650_Col15	2	2

9. Basic Functions (Customizing): *Explain and perform tasks relating to the customizing of basic functions.*

Topic	Learning Asset	Unit	Lesson
Incomplete Documents Handling	SCM605_Col15	7	1
Material Listings and Exclusions	SCM605_Col15	11	1
Free Goods	SCM605_Col15	12	1
Material Determination	SCM605_Col15	10	1
Partner Determination	SCM605_Col15 AND S4SD1	8	2

10. Organizational Structures: *Explain how to define the organization's structure using master data elements.*

Topic	Learning Asset	Unit	Lesson
Organizational Structure Basics	SCM600_Col15	1	1
Setup Organizational Structures	SCM600_Col15	11	1
Shipping Point and Plant Determination	SCM600_Col15	4	1
Mandatory Organizational Elements for Billing/Accounting	SCM615_Col15	2	1

11. Simplifications: *Demonstrate the ability to maintain business partner information, describe sales analytics in SAP S/4HANA, explain how billing output is determined in SAP S/4HANA Sales, explain the data model used for the SAP S/4HANA Sales tables, identify controls of the customer account group and maintain customer master data.*

Topic	Learning Asset	Unit	Lesson
Maintaining Business Partner Information	SCM600_Col15	3	3
	SCM605_Col15 AND S4SD1 AND S4LG1	3	1
Maintaining Customer Master Data	SCM605_Col15	4	5
Sales Analytics in SAP S/4HANA	S4SD1		
Output Determination in SAP S/4HANA Sales	S4SD1		
Data Model Used For SAP S/4HANA Sales Tables	S4SD1		
Customer Account Group Controls	S4SD1		

12. **Smart Business:** *Create a KPI in the KPI Modelling App, describe the advantages of the Smart Business approach, describe the features of the Sales Order Fulfillment Monitor and explain the ways of solving issues in Sales Orders in SAP S/4HANA Sales.*

Topic	Learning Asset	Unit	Lesson
KPI Creation	S4LG1		
Smart Business Approach	S4SD1		
Sales Order Fulfillment Monitor	S4SD1		
Solving Issues in Sales Orders in SAP S/4HANA Sales	S4SD1		

13. **Enterprise Management Execution:** *Outline the process sequence for the sale from stock process in SAP S/4HANA Sales, describe the EWM view of physical stock, explain the integration of SAP S/4HANA Sales with EWM and the use of EWM functions in the sales process flow and list functions of use to the internal sales representative that are applied by SAP S/4HANA Sales in contrast to the traditional SAP ERP system.*

Topic	Learning Asset	Unit	Lesson
Process sequence for the sale from stock process in SAP S/4HANA Sales	S4SD1 S4LG1		
EWM View of Physical Stock	S4LG1		
EWM Functions in Sales Process	S4LG1		
Internal Sales Rep Functions in SAP S/4HANA Sales	S4SD1		

14. **S/4HANA Essentials:** *Explain Best Practices for using SAP S/4HANA, describe the new user experience with SAP Fiori and describe the capabilities of embedded analytics within SAP S/4HANA.*

Topic	Learning Asset	Unit	Lesson
Embedded Analytics Within SAP S/4HANA	S4H01		
New User Experience with SAP Fiori	S4H01		
Best Practices for Using SAP S/4HANA	S4H01		



REQUIRED (DELTA) KNOWLEDGE FOR SAP S/4HANA SALES

SAP Education offers new SAP S/4HANA courses that are explaining what's new/changed compared to SAP ERP. Those are recommended as exam preparation because the following topic areas will make up about ~ 40% of the certification questions:

1. S4H01 – SAP Business Suite to SAP S/4HANA Delta

This course will help to understand the SAP S/4HANA essentials, such as the new user experience with SAP Fiori, the SAP HANA database concept, embedded analytics capabilities, as well as the usage of SAP best practices.

2. S4LG1 – Innovative Logistics Processes in SAP S/4HANA Enterprise Management

This course will provide insights into the logistics simplifications introduced with SAP S/4HANA and describes integration aspects of SAP S/4HANA sales with extended warehouse management.

3. S4SD1 –SAP S/4HANA Sales – Functions & Innovations

This course focuses on the sales-specific simplifications that were introduced with SAP S/4HANA and general concepts that are relevant for the sales processes (e.g. business partner concept, analytics, data model). It explains the process sequence of the sale from stock process, lists the functions of use to the internal sales representative (e.g. sales order fulfillment monitor).

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