## **SAP Sales Cloud**

- Introduction to SAP Sales Cloud
  - -Articulating the Functional Capabilities of SAP Sales Cloud
- Lead Management
  - -Articulating the Functional Capabilities of Lead Management
- Opportunity Management
  - -Articulating the Functional Capabilities of Opportunity Management
- Quotation Management
  - -Articulating the Functional Capabilities of Quotation Management
- Order Management
  - -Articulating the Functional Capabilities of Order Management
- Activity Management
  - -Articulating the Functional Capabilities of Activity Management
- Visit Planning and Execution
  - -Articulating the Functional Capabilities of Visit Management
- Partner Channel Management
  - -Articulating the Functional Capabilities of Partner Channel Management
- Sales Planning and Forecasting
  - -Articulating the Functional Capabilities of Sales Planning and Forecasting
- Pricing
  - -Obtaining an Overview of the Pricing Topic in SAP Sales Cloud
- Account 360 and Sales Intelligence
  - -Articulating the Functional Capabilities of Account 360 and Sales Intelligence