Introduction t	to MS Dy	namics ERP NAV 5.0 SP1 in concise clauses = part three
Created by	:	Jaromír Skorkovský
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Reason	:	Concise instrument helping in tuition and study Sales Order

Business case II (Simple sales and its impacts)

1. Sales and Marketing menu



2. Use of F3 to cerate new Header and linked empty lines

Ē	🗉 untit	led - S	Sales	Order								
	General	Invo	picing	Shipping	Foreign Tra	de	E - Comme	rce Prep	payment			
	No			[ø		Posting Da	ite		
	Sell-to (Sustom	er No.			t			Order Date	e		
	Sell-to (Iontact	No.	🗌		ŧ			Document	Date		
	Sell-to (Sustom	er Nan	ne.		_			Requested	d Delivery Date		
	Sell-to Address Promised Delivery Date .											
	Sell-to A	Address	52.	🗌					Quote No.			
	Sell-to F	Post Co	de/Cit	y		t		 Image: A set of the set of the	External D	ocument No		
	Sell-to (Iontact		[Salesperso	on Code		•
	No. of A	Irchive	d Vorc	ions	0				Campaign	No		•
	140. 01 7	101170			0				Responsibi	ility Center ,,		•
									Status .		Open	
	Тур	e	No.	C	escription			Quantity	Location Code	Unit of Measure Code	Unit of Measure	Un VA
	*) Iter	1										~

3. Use of Enter key You cerate automatically a new document number and from the field Sell-to Customer No. using F6 key you will chose one customer (e.g. 10000) Confirm by Enter key transfer of the Customer data stored in Customer table, which can be visible in Customer Card . Make scrutiny of the upper right part of the window -information about Sales history and so on.

Ē	10	063 The	e Cannon G	roup PLC - Sales Orde	ar -						
ſ	Ger	neral In	voicing Ship	oing Foreign Trade E -	Commerce Pre	payment				Customer Information	
	Sel Sel Sel Sel Sel Sel	I-to Custo I-to Conta I-to Custo I-to Addre I-to Addre I-to Post (I-to Conta	:ss :ss 2 Code/City	The Cannon Group PLC 192 Market Square	ingham (t	Order Date Document D Requested I Promised De Quote No. External Do Salespersor Campaign N	e	28.02.10		Sell-to Customer - Ship-to Addresses - Contacts - Sales History Bill-to Customer - <u>A</u> vail. Credit	2) (2) (5) 0
						Status		Open			
		Type	No.	Description	Quantity	Location Code	Unit of Measure Code	Unit of Measure	Un VA	Item Information - Item Card - Availability - Substitutions	(0)

4. Go by mouse cursor to the lines and see the type of the line (Item) and then from the field Item by use of F6 (look-up key) you will chose an item. Preferably the same one which was previously in your system purchased.

General Invoicing Shipping For	eign Trade E - Comr	erce Prepay	yment				Customer Information	·
No	1063 / 10000 T on Group PLC et Square	P O D m P S C C R	vorsting Date	28.02.11 28.02.11 ate e PS 			Sell-to Customer - Ship-to Addresses - <u>C</u> ontacts - Sales Histor <u>y</u> Bill-to Customer - <u>A</u> vail, Credit	2) (5) 0
		1				-	/ Item Information	
Description	Location Code Quantit	Unit of Measure / Code	Unit of Measure	Unit Price Excl. VAT	Unit Cost (LCY)		- Ite <u>m</u> Card - Availability	Ø (96)
 Loudspeakers, White for PC 	BLUE	4 BOX	Box	59,00	25,00	^	 Substitutions 	(0)
							 Sales Prices 	(0)
							 Sales Line <u>D</u>i… 	(0)

5. Make scrutiny of the lower right part of the window –information about Item Card, Availability, Substitution and so on. By use of F9 key (Statistics)You will get

General Invoicing Shipping Prepayment	Customer
Amount Excl. VAT	Quantity
Inv. Discount Amount 0,00	Parcels 0
Total Excl. VAT	Net Weight 0
25% VAT	Gross Weight 0
Total Incl. VAT	Volume 0
Sales (LCY)	Original Cost (LCY) 100,00
Original Profit (LCY) 146,00	Adjusted Cost (LCY) 100,00
Adjusted Profit (LCY) 146,00	Cost Adjmt. Amount (L 0,00
Original Profit % 59,3	
Adjusted Profit % 59,3	
VAT % Line Amount VAT Base	VAT Amount Amount Inclu
	46,00 61,50 307,50

See other tabs of this window and so on...

- 🗰 1063 The Cannon Group PLC Sales Order General Invoicing Shipping Foreign Trade E - Commerce Prepayment Customer Infor Sell-to Customer ø 1063 🛄 🥒 No.... Ship_to Addresses (2) Order Date . . 28.02.10 Sell-to Customer No. . . 10000 🛨 Contacts (5) Sell-to Contact No. . . . CT000001 Document Date 28.02.10 Image: A start of the start Sales History Requested Delivery Date Sell-to Customer Name . The Cannon Group PLC Promised Delivery Date Bill-to Customer Sell-to Address 192 Market Square Avail. Credit Sell-to Address 2 . . . Quote No. Sell-to Post Code/City . . B27 4KT Birmingham ٠ External Document No. Salesperson Code . . . Ŧ Sell-to Contact Mr. Andy Teal Campaign No. . . . ٠ No. of Archived Versions. 0 Responsibility Center . LONDON ۰ Status Open Item Information Quantity Unit of Code 4 BOX • Ite<u>m</u> Card ø Location Code BLUE Unit of Measure Box Availability (96) Туре Description Substitutions (0) ▶ Iten LS-10PC Sales Prices (0) Sales Line <u>D</u>i… (0) < > Order 🔻 Line ▼ Functions ▼ Posting ▼ Print ▼ Help
- 6. Return to the main Sales order by ESC key and You will get :

7. Make button Print, order Confirmation and Preview and you will get :

The Carnor Gro Mr. Ardy Teal 192 Market Squa Birming Kam, 827 Great Britain	re						Order (Page 1 CRONU: Jack S. R Kensingt N 12 5XY	S, Lond Ichins on Street	on RC.	
							Phone No Fax No. VAT Reg Giro No. Bank Account!	. No.	+44-999 154642 +44-999 154625 G 877777777 888-9999 World Wide Bank 99-99-888	
Bill-to Customer	No.	10000					28. Febru	arγ 2010		
VAT Registration Salesperson	No.	121212121 Peter Saddow					Shipment Order No Prices in		28.02.10 1053 /AT No	
					Unitof		Disc.	Allow Invoice	VAT	
No.	Descri	ption		Guantity	Measur	Unit Pri	C0 %	Disc.	dentifier	Amount
LS-10PC		eakers,Whitlent e Charge	or PC	4 1	Box	59, 10,		Yes No	VAT25 VAT25	236,00 10,00
						25	talGBPI N≽VAT talGBPI			246,00 61,50 307,50
VAT Amount Sp	oecificat	tion								
VAT Identifier		VAT %	Line Amount		Dinc. Bane Amount	invoice (Amount Amount		VAT Base	VAT Amount
VAT25		25	246,00	0	236,00		0,00		246,00	61,50
Totai			246,00		236,00		0,00		246,00	6 1,50
Payment Terms Shipment Method	1		til /2% 8 days ire ionse							

8. By use of F11 post it to the DB (make it for Ship and Invoice)



9. Go to the Customer Card and make Ctrl-F5 and you will see Customer Ledger Entries.

Posting Date	Profit (LCY)	Document Type	Document No.	Customer No.	Description	Curr Code	Original Amount	Amount
13.01.08	-42,07	Credit Memo	104001	10000	Credit Memo 104001		-292,84	-292,84
13.01.08	0,00	Payment	2596	10000	Payment 2008		-25,389,25	-25,389,25
13.01.08	0,00	Payment	2596	10000	Payment 2008		-50,778,50	-50,778,50
20.02.10	2,00	11110100	100000	10000			ن رن	5,75
28.02.10	187,00	Invoice	103051	10000	Order 1054		262,50	262,50
28.02.10	400,000,00	Invoice	103055	10000	Invoice 1013		440,000,00	440,000,00
28.02.10	30,000,00	Invoice	103056	10000	Order 1061		33,000,00	33,000,00
28.02.10	146,00	Invoice	103058	10000 🕇	Order 1063		307,50	307,50

10. Go to Financial Management – History-Registers and use by Ctrl-End go to the last line and then button Register and make choice General ledger and you will get

Posting Date	Document Type	Document No.	G/L Account	Debit Amount	Credit Amount	Description		G B		Amount	в А
28.02.10	Invoice	103058	6110 🕇		236,00	Order 1063	S.,	Ν.,	R.,	-236,00	G.,
28.02.10	Invoice	103058	5610		59,00	Order 1063				-59,00	G.,
28.02.10	Invoice	103058	6810		10,00	Order 1063	S.,	Ν.,	м.,	-10,00	G
28.02.10	Invoice	103058	5610		2,50	Order 1063				-2,50	G
28.02.10	Invoice	103058	2310	307,50		Order 1063				307,50	G.,

From here by use of F6 go directly to the chart of account please

11. Go to Item Card (the one used in last Sales Order and make Ctrl-F65 and you will get (see what happened in Quantity, Invoiced Quantity and Remaining Quantity.

Posting Date Entry	Type Document Type	Document No.	Description	Location Code	Quantity	Invoiced Quantity	Remaining Quantity
24.01.08 Positi	ve Adjmt.	START		WHITE	38	38	38
28.02.10 Purch	ase Purchase Receipt	107074		BLUE	100	100	96
28.02.10 Sale	Sales Shipment	102074		BLUE	-4	-4	0

Tutor will explain applying principles