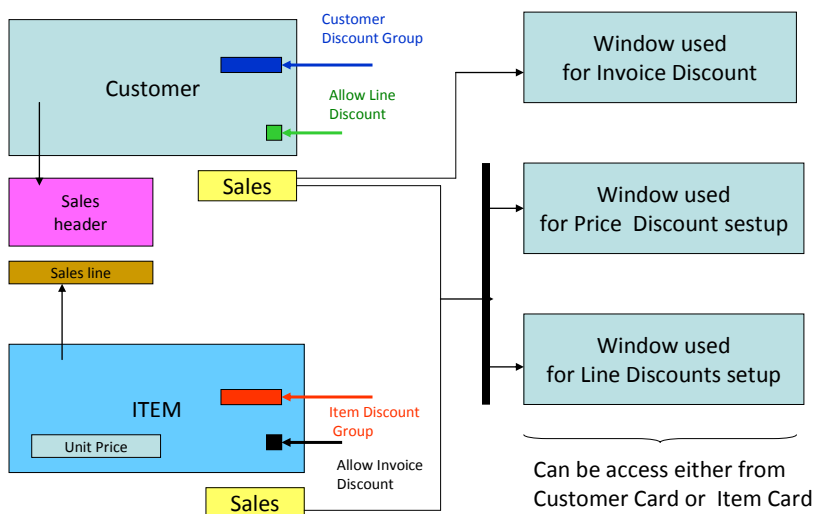


Introduction to MS Dynamics ERP NAV 5.0 SP1 in concise clauses = part four

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 Reason : Concise instrument helping in tuition and study
 Accompanying mat. : ERP Sales Discounts Basic (6 slides)

Discounts as a one the most important incentives.

Basic Blocks



1. Setup the working date by enter t

The screenshot shows the **Work Date** dialog box. The **Work Date** field is set to **03.11.10**. The dialog has **OK**, **Cancel**, and **Help** buttons.

2. Enter form menu (Sales and Marketing, Purchase, as you wish,..) Item Card. Than by use of key F5 display list of all items and by Filtering F7 (standing on the column number find Item LS-10PC) and by Shift-F5 go to the card of the Item.
3. Go to the tab Invoicing and remark Unit price (Selling price) . In our case it is 59 .

4. Go to the button Sales ->Prices and you get this window :

Sales Type	Sales Code	Item No.	Unit of Measure Code	Minimum Quantity	Unit Price	Starting Date	Ending Date	Allow Line Disc.	Allow Invoice Disc.
*▶ Customer		LS-10PC		0,00	0,00			✓	✓

This is a window from where user can change a selling price by use some parameters controlling the period, when the price will be automatically generated and minimum quantity at which or above the new price will be applied. Sales Type can be used to specify for which customer, customer group or campaign this price will be valid

Change the window as follows and **try to explain meaning of entered data (parameters) !!!**

Sales Type	Sales Code	Item No.	Unit of Measure Code	Minimum Quantity	Unit Price	Starting Date	Ending Date	Allow Line Disc.	Allow Invoice Disc.
▶ Customer	62000	LS-10PC		3,00	50,00	01.11.10	31.12.10	✓	✓
Customer	62000	LS-10PC		10,00	45,00	01.11.10	31.12.10	✓	✓

- Go to Sales ->order Processing ->Order and enter new order by F3 and make a choice of customer number 6200!
- Enter to one line Item number LS-10PC and quantity 1, next line 3 and next line 10
- See the selling price – you will get :

Type	No.	Description	Location Code	Quantity	Unit of Measure Code	Unit of Measure	Unit Price Excl. VAT	Unit Cost (L)
Item	LS-10PC	Loudspeakers, White for PC	WHITE	1	BOX	Box	59,00	2€
Item	LS-10PC	Loudspeakers, White for PC	WHITE	3	BOX	Box	50,00	2€
▶ Item	LS-10PC	Loudspeakers, White for PC	WHITE	10	BOX	Box	45,00	2€

Item Information

- Item Card
- Availability (120)
- Substitutions (0)
- Sales Prices (2)
- Sales Line Di... (0)

8. **What has changed and why?**

9. Go to the Item card LS-10PC again and use again button Sales

10. Make a choice Line discounts and you will get :

Item C0 - Sales Line Discounts

General Options

Sales Type Filter None
 Sales Code Filter
 Type Filter Item
 Code Filter C0
 Starting Date Filter

Sales Type	Sales Code	Type	Code	Unit of Measure ...	Minimum Quantity	Line Discount %	Starting Date	Ending Date
Custom		Item	C0		0,00	0,00		

11. See the difference?

12. Enter data as specified on the next window! To copy information from previous line use key F8 (copy)

Item LS-10PC - Sales Line Discounts

General Options

Sales Type Filter None
 Sales Code Filter
 Type Filter Item
 Code Filter LS-10PC
 Starting Date Filter

Sales Type	Sales Code	Type	Code	Unit of Measure ...	Minimum Quantity	Line Discount %	Starting Date	Ending Date
Custom	62000	Item	LS-10PC	BOX	4,00	5,00	01.01.10	31.12.10
Customer	62000	Item	LS-10PC	BOX	7,00	10,00	01.01.10	31.12.10
Customer	62000	Item	LS-10PC	BOX	12,00	15,00	01.01.10	31.12.10

13. Go to the previous order, erase all selling lines and enter again the following lines and you can see the change of the price and line discount. Before you should move by use of drag and drop column line discount more to the left of the sales line.

Type	No.	Description	Location Code	Quantity	Unit of Measure Code	Unit of Measure	Unit Price Excl. VAT	Unit Cost (LCY)	Sales Price Exists	Line Discount %
Item	LS-10PC	Loudspeakers, White for PC	WHITE	1	BOX	Box	59,00	25,00	✓	
Item	LS-10PC	Loudspeakers, White for PC	WHITE	3	BOX	Box	50,00	25,00	✓	
Item	LS-10PC	Loudspeakers, White for PC	WHITE	4	BOX	Box	50,00	25,00	✓	5
Item	LS-10PC	Loudspeakers, White for PC	WHITE	9	BOX	Box	50,00	25,00	✓	10
Item	LS-10PC	Loudspeakers, White for PC	WHITE	11	BOX	Box	45,00	25,00	✓	10
Item	LS-10PC	Loudspeakers, White for PC	WHITE	13	BOX	Box	45,00	25,00	✓	15

14. Try to setup similar absolute prices discounts and % line discount for Item 1908-S and use in line stock location BLUE. What can you see?