# Introduction to MS Dynamics NAV XIX. (Return Management)

Ing.J.Skorkovský,CSc.

MASARYK UNIVERSITY BRNO, Czech Republic
Faculty of economics and business administration
Department of corporate economy

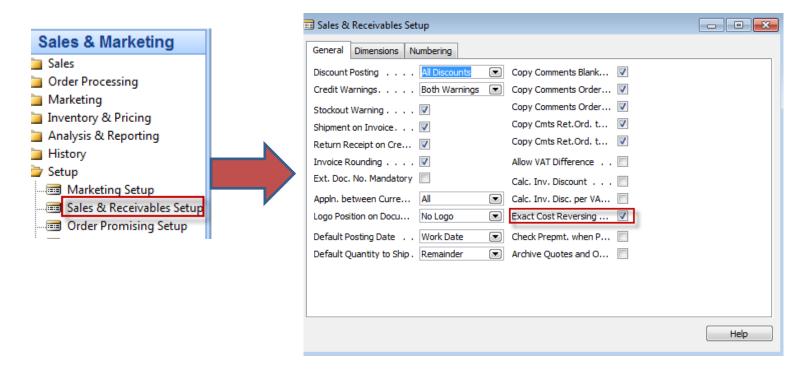
## Return Management

- Return Management better control over claims
- Claims external reaction from Customer
- Claims our reaction to bad quality of delivered items from Vendors
  - You typically create a sales return order to compensate a customer who is dissatisfied with an item that you have sold them. This could be due to a quality issue or delivery of a wrong item, for example

#### Assigning Exact Cost Reversing

You may agree to compensate a customer by allowing them to return a sold item against a sales return order. When you invoice the sales return order, you may then want to revalue the item at the unit cost that is connected to the original sales entry.

## **Exact Cost Reversing**



A check mark in this field indicates that the program will not allow a return transaction to be posted unless the <u>Appl.-from Item Entry</u> field on the sales order line contains an entry.

This function is used when the company wants to apply an exact cost reversing policy in connection with sales returns. This means that the sales return is valued at exactly the same cost as the original sale when being put back on inventory. If an additional cost is later added to the original sale, the program updates the value of the sales return respectively.

#### Task

A representative from customer 10000 calls a salesperson at Cronus and says that he received five units of item **70011** instead of item **70010** and that two units of item **1964-W** were delivered damaged.

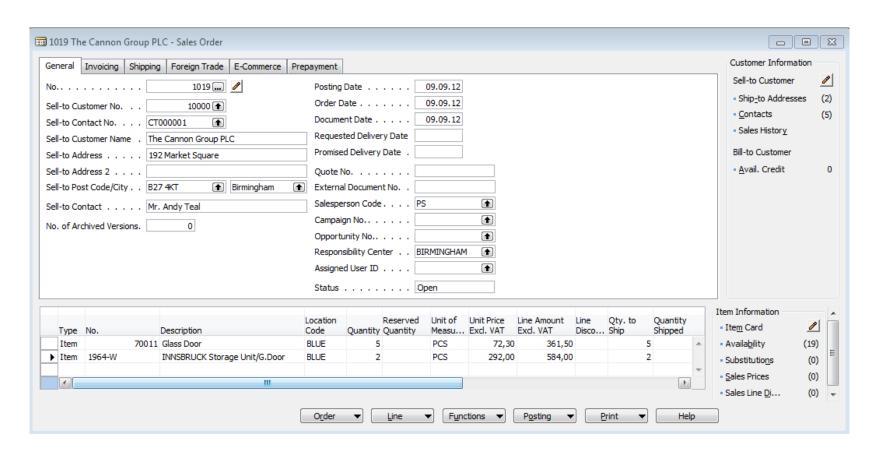
The customer explains that the wrong delivery of item 70010 was his own fault, while item 1964-W appeared to have been damaged during shipment.

The salesperson and the customer agree that item **70011** must be returned to Cronus and a replacement of the same quantity of item **70010** will be shipped to the customer.

Regarding this replacement, Cronus will charge the customer a restock fee of **5%** of the original order amount.

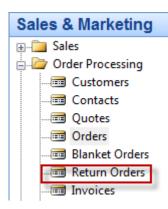
Meanwhile, item 1964-W should not be returned, and the parties agree to settle the case by Cronus providing the customer with a sales allowance of **15%** off the price of the item.

## Selling

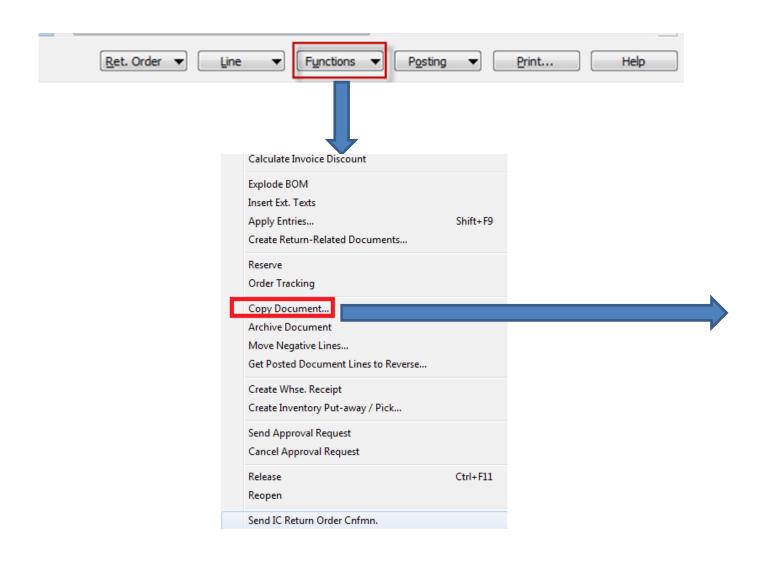


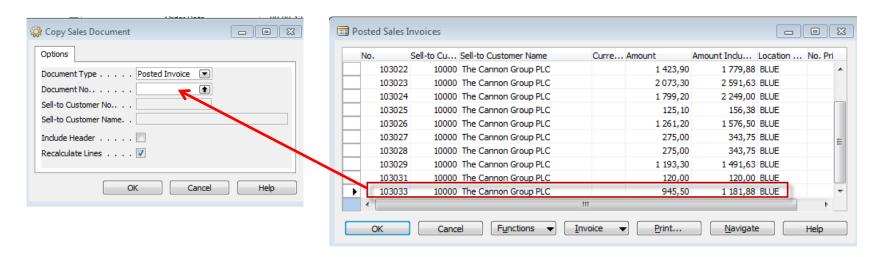
## And post by F11

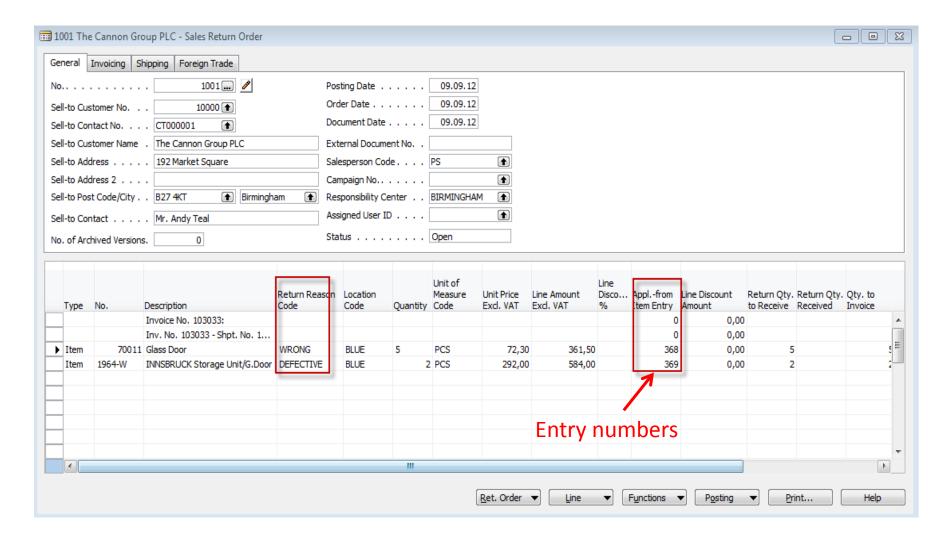


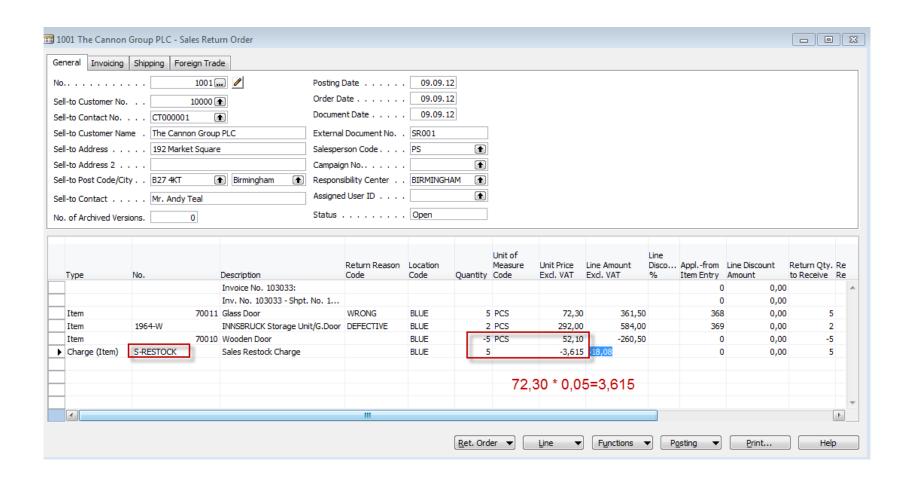


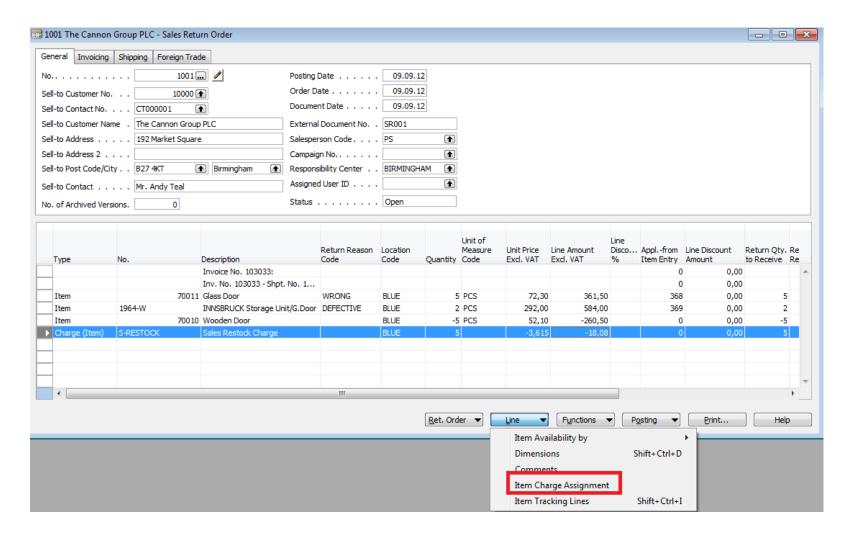
1001 The Cannon Group PLC - Sales Return Order	
General Invoicing Shipping Foreign Trade	
No	Posting Date 09.09.12
Sell-to Customer No 10000 ♠	Order Date 09.09.12
Sell-to Contact No CT000001	Document Date 09.09.12
Sell-to Customer Name . The Cannon Group PLC	External Document No
Sell-to Address 192 Market Square	Salesperson Code PS
Sell-to Address 2	Campaign No
Sell-to Post Code/City B27 4KT	Responsibility Center BIRMINGHAM
Sell-to Contact Mr. Andy Teal	Assigned User ID
No. of Archived Versions. 0	Status Open
T No. Description Return R	Location Quantity Unit of M Unit Price L
The state of the s	
4	
Ret. Order ▼ Line ▼ Functions ▼	Posting ▼ Print Help

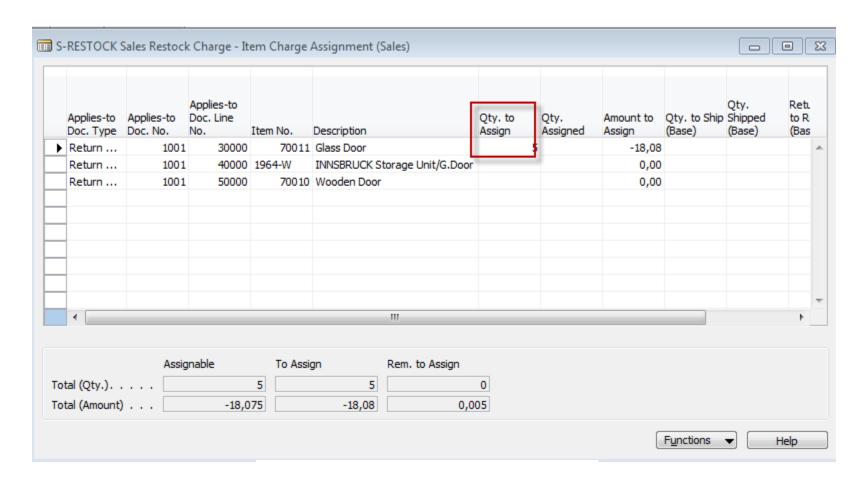




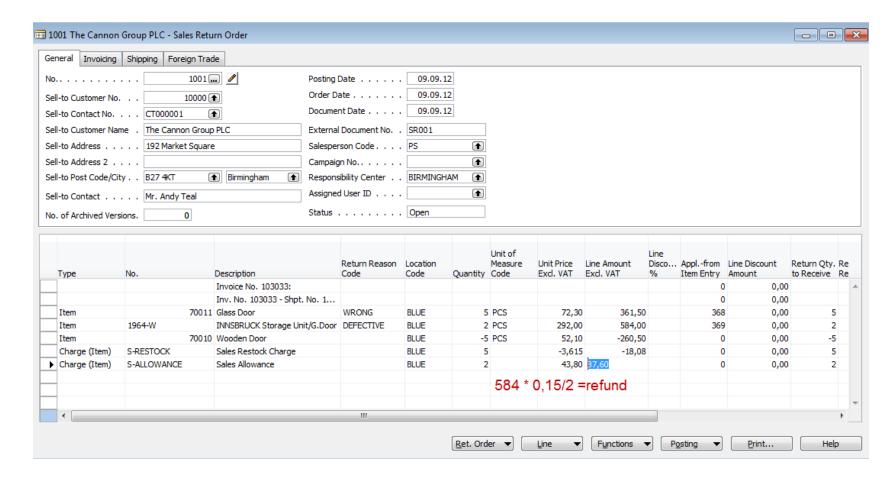


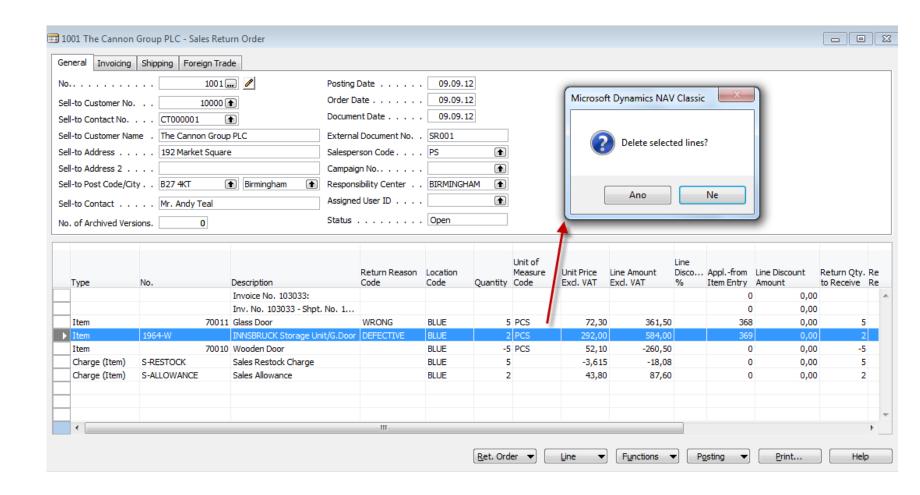


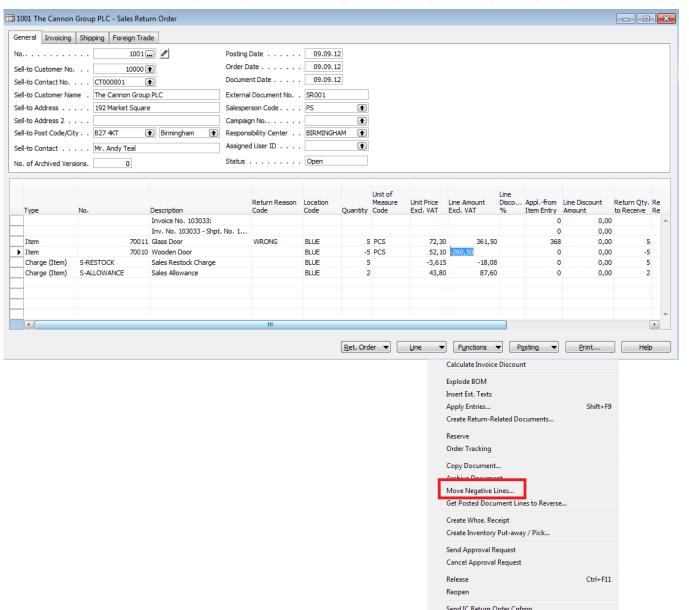


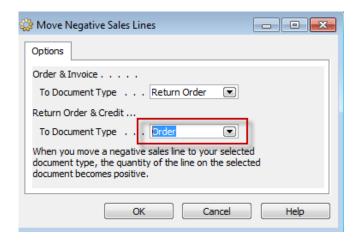


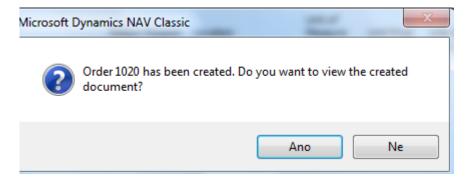
## **And Esc**

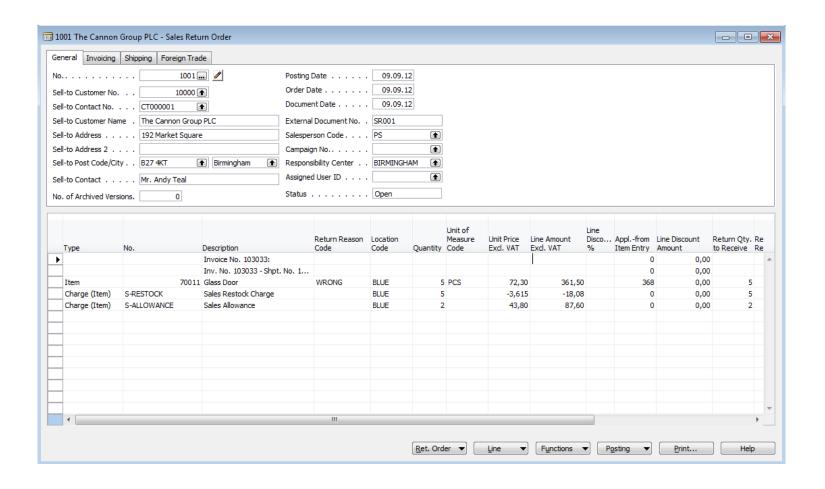








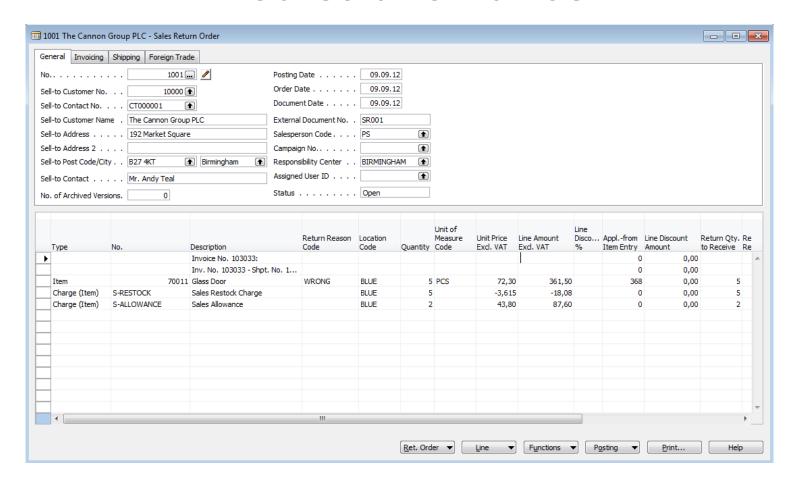




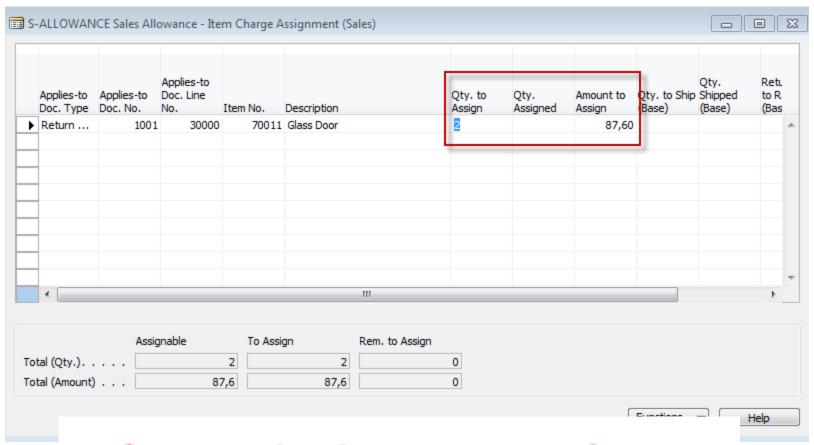
### Created order

🛅 1020 The Cannon Group PLC - Sales Order		_ <b>X</b>
General Invoicing Shipping Foreign Trade E-Commerce Pre	epayment	Customer Information
General     Invoicing     Shipping     Foreign Trade     E-Commerce     Prescription       No	Posting Date	Customer Information  Sell-to Customer  Ship_to Addresses (2)  Contacts (5)  Sales History  Bill-to Customer  Avail. Credit 0
	Assigned User ID Open  Status Open  Location Reserved Unit of Unit Price Line Amount Line Qty. to Quantity (	
Type No. Description	Code Quantity Quantity Measu Excl. VAT Excl. VAT Disco Ship Shipped I	
▶ Invoice No. 103033:		
Inv. No. 103033 - Shpt. No. 102045:		
Item 70010 Wooden Door	BLUE 5 PCS 52,10 260,50 5	
	Order ▼ Line ▼ Functions ▼ Posting ▼ Print ▼ Help	

## Created Return order before assigning Sales allowance

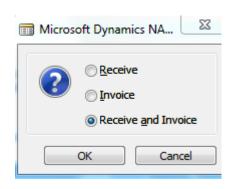


## Assign sales allowance



After Assigning 2pcs push ESC

#### Post RO and then new created SO



09.09.12         Invoice         103029         10000         Order 1012         1 491,63         1 491,63         0,00         09.10.12           09.09.12         Invoice         103031         10000         Order 1016         120,00         120,00         0,00         09.10.12           09.09.12         G00001         10000         The Cannon Group PLC         -100 000,00         -96 124,37         09.09.12           09.09.12         Payment         G00003         10000         The Cannon Group PLC         -156,38         -156,38         -156,38         09.09.12           09.09.12         Payment         G00008         10000         The Cannon Group PLC         -30 000,00         -30 000,00         -23 379,49         09.09.12           09.09.12         Invoice         103033         10000         Order 1019         1 181,88         1 181,88         643,10         09.10.12           09.09.12         Credit Memo         104006         10000         Return Order 1001         -538,78         -538,78         0,00         09.09.12           09.09.12         Invoice         103034         10000         Order 1020         325,63         325,63         325,63         09.09.12	Posting D	te Document	Type [	Document No.	Customer	Description	Original Amount	Amount	Remaining Am	Due Date	Open
09.09.12         G00001         10000 The Cannon Group PLC         -100 000,00         -96 124,37         09.09.12           09.09.12 Payment         G00003         10000 The Cannon Group PLC         -156,38         -156,38         -156,38         09.09.12           09.09.12 Payment         G00008         10000 The Cannon Group PLC         -30 000,00         -30 000,00         -23 379,49         09.09.12           09.09.12 Invoice         103033         10000 Order 1019         1 181,88         1 181,88         643,10         09.10.12           09.09.12 Credit Memo         104006         10000 Return Order 1001         -538,78         -538,78         0,00         09.09.12	09.0	9.12 Invoice		103029	10000	Order 1012	1 491,63	1 491,63	0,00	09.10.12	
09.09.12         Payment         G00003         10000         The Cannon Group PLC         -156,38         -156,38         -156,38         09.09.12           09.09.12         Payment         G00008         10000         The Cannon Group PLC         -30 000,00         -30 000,00         -23 379,49         09.09.12           09.09.12         Invoice         103033         10000         Order 1019         1 181,88         1 181,88         643,10         09.10.12           09.09.12         Credit Memo         104006         10000         Return Order 1001         -538,78         -538,78         0,00         09.09.12	09.0	9.12 Invoice		103031	10000	Order 1016	120,00	120,00	0,00	09.10.12	
09.09.12 Payment         G00008         10000 The Cannon Group PLC         -30 000,00         -30 000,00         -23 379,49         09.09.12           09.09.12 Invoice         103033         10000 Order 1019         1 181,88         1 181,88         643,10         09.10.12           09.09.12 Credit Memo         104006         10000 Return Order 1001         -538,78         -538,78         0,00         09.09.12	09.0	9.12		G00001	10000	The Cannon Group PLC	-100 000,00	-100 000,00	-96 124,37	09.09.12	
09.09.12 Invoice     103033     10000 Order 1019     1 181,88     1 181,88     643,10     09.10.12       09.09.12 Credit Memo     104006     10000 Return Order 1001     -538,78     -538,78     0,00     09.09.12	09.0	9.12 Payment		G00003	10000	The Cannon Group PLC	-156,38	-156,38	-156,38	09.09.12	
09.09.12 Credit Memo 104006 10000 Return Order 1001 -538,78 -538,78 0,00 09.09.12	09.0	9.12 Payment		G00008	10000	The Cannon Group PLC	-30 000,00	-30 000,00	-23 379,49	09.09.12	
	09.0	9.12 Invoice		103033	10000	Order 1019	1 181,88	1 181,88	643,10	09.10.12	
09.09.12 Invoice 103034 10000 Order 1020 325,63 325,63 325,63 09.09.12	09.0	9.12 Credit Mer	mo	104006	10000	Return Order 1001	-538,78	-538,78	0,00	09.09.12	
	09.0	9.12 Invoice		103034	10000	Order 1020	325,63	325,63	325,63	09.09.12	

#### **Created Credit Memo**

The Cannon Group PLC Mr. Andy Teal 192 Market Square Birmingham, B27 4KT Great Britain

Bill-to Customer No. 10000

VAT Registration No. 789456278 Salesperson Peter Saddow Sales - Credit Memo Page 1

CRONUS, Birmingham RC. Aaron Nicholls Main Street, 14 B27 4KT Birmingham

Phone No. +44-161 818192 Fax No. +44-161 818100 VAT Reg. No. GB77777777 Giro No. 888-9999 Bank World Wide Bank Account No. 99-9888

9. September 2012

Disc. VAT

Posted Return Receipt Unit of

No.	Description	Quantity	Date	Measure	Unit Price	%	Identifier	Amount
	Invoice No. 103033:							
	Inv. No. 103033 - Shpt. No. 102	045:						
70011	Glass Door	5	09.09.12	Piece	72,30		VAT25	361,50
S-RESTOCK	Sales Restock Charge	5	09.09.12		-3,615		VAT25	-18,08
S-ALLOWANC	Sales Allowance	2	09.09.12		43,80		VAT25	87,60
				To	tal GBP Excl. \	VAT		431,02
				VA	T Amount			107.76
				To	tal GBP Incl. V	/AT		538,78

#### **VAT Amount Specification**

VAT Identifier	VAT %	Line Amount	Inv. Disc. Base Amount	Discount Amount	VAT Base	VAT Amount
VAT25	25	-18,08	0,00	0,00	-18,08	-4,52
VAT25	25	449,10	361,50	0,00	449,10	112,28
Total		431,02	361,50	0,00	431,02	107,76

Ship-to Address Blue Warehouse Jeff Smith South East Street, 3 Birmingham, B27 4KT Great Britain

## Item Ledger Entries

Posti Date		Entry Type	Document Type	Document No.	Item No.	Description	Lot No.	Location Code	Quantity		Remaining Quantity	Sales Amount (Actual)	Cos (Ac
09.	.09.12	Sale	Sales Shipment	102040	1980-S			BLUE	-1	-1	0	123,30	
09.	.09.12	Sale	Sales Shipment	102040	1980-S			BLUE	-5	-5	0	500,00	
09.	.09.12	Sale	Sales Shipment	102040	1980-S			BLUE	-6	-6	0	570,00	
09.	.09.12	Sale	Sales Shipment	102042	NS_0005_01			BLUE	-10	-10	-10	120,00	
09.	.09.12	Sale	Sales Shipment	102043	X100		GB_001	BLUE	-40	-40	0	6 000,00	
09.	.09.12	Sale	Sales Shipment	102043	X100		GB_002	BLUE	-20	-20	0	3 000,00	
09.	.09.12	Sale	Sales Shipment	102045	70011			BLUE	-5	-5	0	361,50	
09.	.09.12	Sale	Sales Shipment	102045	1964-W			BLUE	-2	-2	0	584,00	
09.	.09.12	Sale	Sales Return Receipt	107005	70011			BLUE	5	5	5	-431,02	
09.	.09.12	Sale	Sales Shipment	102046	70010			BLUE	-5	-5	0	260,50	

### End of the section XIX.

