Created by	:	Jaromír Skorkovský
Date	:	21.10.2019
For	:	MPH_AOMA and AOPR and BPH_EPS1
Database	:	MS Dynamics NAV 2018w1
Keys	:	Ctrl-N=New, F4=Look-up, Ctrl-F7-entries, F7-statistics, F9-post
Shorthands	:	G/L General Ledger, TO-Transfer Order
		Tutor- <b>TU</b>

## Simple scenario (Discounts) ERP Microsoft Dynamics NAV 2018w1

- 1. Find Customer card and Customer with code 10000.
- 2. On the Toolbar, you will see in Navigation section three icons. Directly from the list of items
- 3. The similar area with slightly different icon names you can access from Bar about item card see second picture below

## From the list

Prices	🛅 Orders
Expression	🗄 Returns Orders
Sales	
From the card	

	%								
Set Special Prices	Set Special Discounts	Special Prices & Discounts Overview							
Special Sales Prices & Discounts									

Prices=Set Special prices, Line discount =Set Special Discounts

- 4. Open icon Prices and enter in this window Customer (it should be already there) and enter item 1964-W. Standard Unit price from the item card supposed to be 292.
- 5. Enter 3 pcs and enter a new price for this quantity and a higher amount 290 and 5 for 280.

General	General														
Sales Type Filter:	Customer			•	Starting Date Filter:										
Sales Code Filter:	10000			•	Currency Code Filter:										
Item No. Filter:				•											
Sales 🔺	Sales Code	Item No. 🔺	Unit of Measur	*	Minimum Quantity	Unit Price									
Customer	10000	1964-W	PCS	•	3	290,00									
Customer	10000	1964-W	PCS		5	280,00									

Confirm by OK and go to the icon Line Discount and enter different quantity and % values as shown below.

General						
Sales Type Filter:	None			▼ .	Type Filter:	Item
Sales Code Filter:					1964-W	
Starting Date Filter:					Currency Code Filter:	
Sales S Type C	ales 🔺	Туре	Code 🔺	Unit of Aeasur	Minimum Quantity	Line Discount %
Customer 10	0000	Item	1964-W	PCS	7,00	5,00
Customer 10	0000	Item	1964-W	PCS	9,00	10,00

Be aware that this is only to show how ERP NAV 2018w1 can calculate discounts.

Pcs	Unit Price	%	Final unit price	Total	
1	292,00	0,00	292,00	292,00	
3	290,00	0,00	290,00	870,00	
5	280,00	0,00	280,00	1 400,00	
7	280,00	7,00	260,40	1 822,80	
9	280,00	9,00	252	2268	

Create Sales Order with several lines. Our example in a normal business situation is pointless.

General												
Lines												
🕮 Line 🔹 🛅 Order 🔹 🏦 Find 🛛 Filter 🐰 Clear Filter												
Туре	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measur	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discount %	Qty. to Ship	Quantity Shipped
ltem	1964-W	INNSBRUCK Storage Unit/G.Door	BLUE	1			PCS	292,00	292,00		1	
ltem	1964-W	INNSBRUCK Storage Unit/G.Door	BLUE	3			PCS	290,00	870,00		3	
ltem	1964-W	INNSBRUCK Storage Unit/G.Door	BLUE	5			PCS	280,00	1 400,00		5	
ltem	1964-W	INNSBRUCK Storage Unit/G.Door	BLUE	7			PCS	280,00	1 862,00	5	7	
ltem	1964-W	INNSBRUCK Storage Unit/G.Door	BLUE	9			PCS	280,00	2 268,00	10	9	

After posting created Sales order, you can go to General Ledger->Archive->G/L Registers

Below you see printed posted SO = Sales Invoice

Your Refe	rence	Salesperson Peter Saddow		Due Dat 28. Fel	te bruary 2021	Payment To 1 Month/	Payment Terms 1 Month/2% 8 days		
Order No. 1003		Shipment Method Ex Warehouse		Paymer	t Method				
Shipping / DHL	lgent Code	Package Tracking No.							
No.	Description	Shipment Date	Quantity		Unit Price Excl. VAT	VAT %	Line Amount Excl. VAT		
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	1	Piece	292,00	25	292		
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	3	Piece	290,00	25	870		
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	5	Piece	280,00	25	1 400		
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	7	Piece	280,00 -59	% 25	1862		
1964-W	INNSBRUCK Storage Unit/G.Door	28.01.21	9	Piece	280,00 -10	0% 25	2 268		
					Subtotal 25% VAT		6 692,00 1 673,00		
					Total £ Incl. VAT		8 365,00		

¢	Seneral Leo	dger Entri	es 🔹											
	Posti 👻 Date	Document Type	Document No.	G/L Acco	~	Description	Gen. Postin	Gen. Bus. Posting	Gen. Prod. Posting	Amount	Bal. Accou	Bal. Accou	Entry No.	External Docume
	28.01.2021	Invoice	103032	6910		Order 1003	Sale	DOMESTIC	RETAIL	350,00	G/L Account		2825	
	28.01.2021	Invoice	103032	6110		Order 1003	Sale	DOMESTIC	RETAIL	-7 042,00	G/L Account		2827	
	28.01.2021	Invoice	103032	5610		Order 1003				-1 760,50	G/L Account		2828	
	28.01.2021	Invoice	103032	5610		Order 1003				87,50	G/L Account		2826	
	28.01.2021	Invoice	103032	2310		Order 1003				8 365,00	G/L Account		2829	

6. Go back to the Customer 10000 and in the Tool area find and use icon **Invoice Discount** to set this type of discount

ном	E ACTIONS	NAVIGATE	REPORT				_	
→ nsions	₴ Cross References ♥ Comments ₱ Document Layou	Ledger ts Entries	Statistics	Sales	Entry Statistics Statistics by Currencies	Invoice Discounts	• Prices	Line Discounts
	Customer			story	Prices	and Dis	counts	
						-		

Cust. Invoice Discounts 🔹											
	Typ filtrování (F3)	Currency Code	e • - •								
Currency Code	Minimum Amount	Discount %	Service Charge								
	400,00	6	0,00								
	600,00	8	0,00								

The meaning of setup is clear. If the total amount related to created Sales Order will be higher the set limits, the customer will get setup % off discount for this document.

7. Create a new Sales Order with Customer 10000 in its header with enough quantity of item

1964-W to exceed the set limit for invoice discount. See only Sales Order lines

Lines											
🛄 Line 🔻	🌐 Line 🔻 🗲 Functions 🔻 🛅 Order 👻 🛅 Nový 🏙 Najit 🛛 Filtr 茨 Vymazat filtr										
Туре	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Line Discount %	Qty. to Ship
ltem	1964-W	INNSBRUCK St	BLUE	3	I		PCS	290,00	870,00		3

There is only a Price discount applied but not Invoice discount, which has to be activated by selling person manually. Before calculation of an Invoice, see discount Statistics of this Sales Order by use of key **F7**. You could see that the filed Invoice Discount is empty so far.





When using icon Calculate Invoice Discount, you will see calculated Invoice Discount by use of Statistics window, or you can see this field with the show column (right mouse click on the line description area. Czech word **Přidat** means **Add** 

			-	
Department Code	^		Туре	<b>^</b>
Depr. until FA Posting Date			No.	
Depreciation Book Code		Přidat >>	Ukotvit podokno	
Document No.			Description	
Duplicate in Depreciation Book		<< Odstranit	Location Code	
FA Posting Date			Quantity	
IC Partner Code			Oty. to Assemble to Order	
IC Partner Ref. Type			Reserved Quantity	
IC Partner Reference			Unit of Measure Code	
Inv. Discount Amount			Unit Price Excl. VAT	
Line Discount Amount			Line Amount Excl. VAT	
Line No.			Line Discount %	
Nonstock			Qty. to Ship	
Outbound Whse. Handling Time			Quantity Shipped	
Prepayment %			Oty. to Invoice	
Prepmt Amt Deducted Excl. VAT			Quantity Invoiced	
Prepmt Amt to Deduct Excl. VAT			Qty. to Assign	
Prepmt. Amt. Inv. Excl. VAT			Qty. Assigned	
Prepmt. Line Amount Excl. VAT			Planned Delivery Date	
Project Code			Planned Shipment Date	
Promised Delivery Date			Shipment Date	
Requested Delivery Date	Υ.		Dron Shinment	Υ.

Lines												
🛄 Line 🔹	🗲 Functions 👻 🗄	🕽 Order 👻 🛅 N	lový 👫 Najít I	Filtr 🛛 🛼 Vyn	nazat filtr							
Туре	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Inv. Discount Amount	Line Discount %	Qty. to Ship
ltem	1964-W	INNSBRUCK St	BLUE	3			PCS	290,00	870,00	69,60		3

Statistics F7 will show total amount 870 British pounds and 870 x 0.92 =800,4 and 870-800,4=69,60.

If you change the number of items to **7** pcs to get at least some % discount um the line and you will recalculate Invoice Discount, you will get

Lines													
🖩 Line 🔻	🖌 🕴 Functions *	🖞 Order 🝷 📋 N	lový 🏦 Najít	Filtr 🏹 Vyn	nazat filtr								
Туре	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Amount Excl. VAT	Inv. Discount Amount	Line Discount %	Qty. to Ship	Quantity Shipped
ltem	1964-W	INNSBRUCK St	BLUE	7			PCS	280,00	1 862,00	148,96	5	7	

Post Sales Order by use of key **F9** and see General register and General Ledger Entries. Financial Management->General Ledger->Archive ->History->G/L Register and last line and upper left corner icon General Ledger

147 01.08.2018	NAVERTICA\JSKORKOVSKY	SALES		2876	2878	918	918
148 23.10.2018	NAVERTICA\JSKORKOVSKY	GENJNL	CASH	2879	2881	919	918
149 23.10.2018	NAVERTICA\JSKORKOVSKY	UNAPPSA		2882	2883	919	918
150 23.10.2018	NAVERTICA\JSKORKOVSKY	GENJNL	DEFAULT	2884	2885	919	918
151 30.10.2018	NAVERTICA\JSKORKOVSKY	SALES		2886	2890	919	920

## General Ledger Entries looks like

G	eneral Leo	dger Entri	es 🔹						Typ fi	trování (F3)	Posting D	ate 👻
z	obrazit výsled	lky:										
+	Kde Ent Přidat filtr	try No. ▼ je	e 28862	2890								
	Posting Date	Document Type	Document No.	G/L Accou	Description	Gen. Postin	Gen. Bus. Posting	Gen. Prod. Posting	Amount	Bal. Accou	Bal. Accou	Entry 🔺 No.
	01.02.2019	Invoice	103043	6910	Order 1014	Sale	NATIONAL	RETAIL	246,96	G/L Account		2886
1	01.02.2019	Invoice	103043	5610	Order 1014				61,74	G/L Account		2887
	01.02.2019	Invoice	103043	6110	Order 1014	Sale	NATIONAL	RETAIL	-1 960,00	G/L Account		2888
	01.02.2019	Invoice	103043	5610	Order 1014				-490,00	G/L Account		2889
	01.02.2019	Invoice	103043	2310	Order 1014				2 141,30	G/L Account		2890

The new set price was 290. Total is 1960, and after 5% line discount we have got 1960\*0,95=1862. And after Invoice Discount of 8% is applied, we have got 1862\*0,92=1713,04. If we will get posted document from G/L Register via Customer Ledger Entries->Navigate we will get:

	General	
	Amount:	1 862,00
	Inv. Discount Amount:	148,96
	Total:	1 713,04
	25% VAT:	428,26
	Total Incl. VAT:	2 141,30
	Sales (LCY):	1 713,04
	Original Profit (LCY):	513,24
	Adjusted Profit (LCY):	513,24
	Original Profit %:	30,0
_		