Introduction to MS Dynamics 365 Business Central

(Discounts)

Ing.J.Skorkovský,CSc.

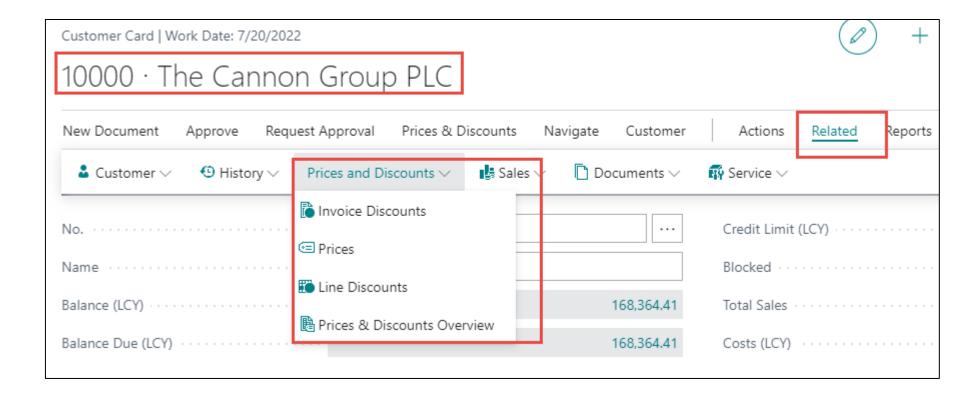
MASARYK UNIVERSITY BRNO, Czech Republic
Faculty of economics and business administration
Department of corporate economy

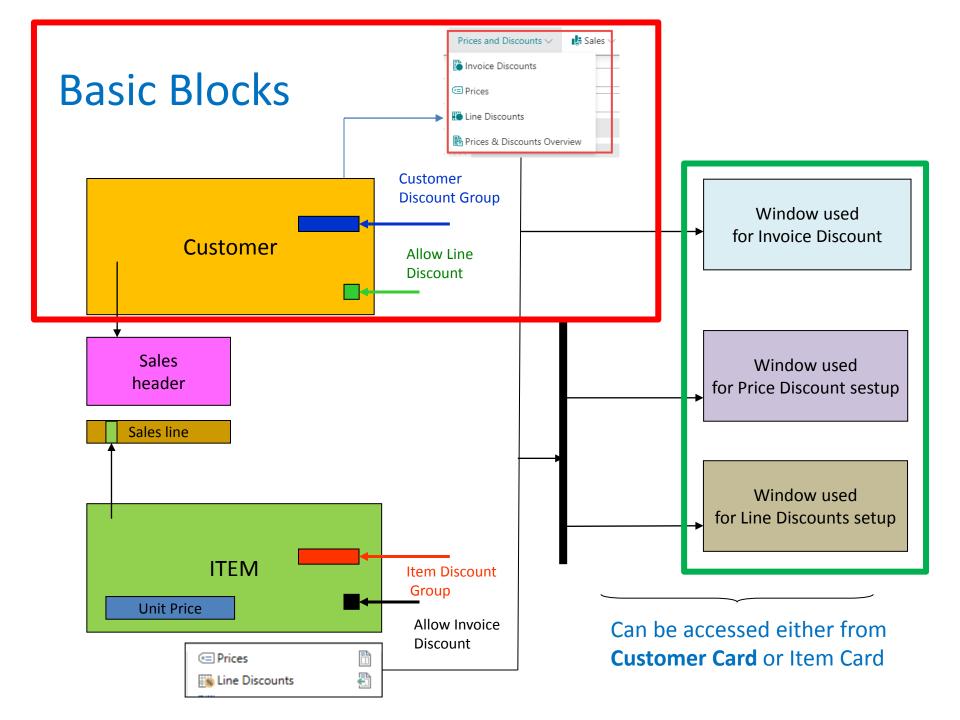
Discounts

Use of discounts:

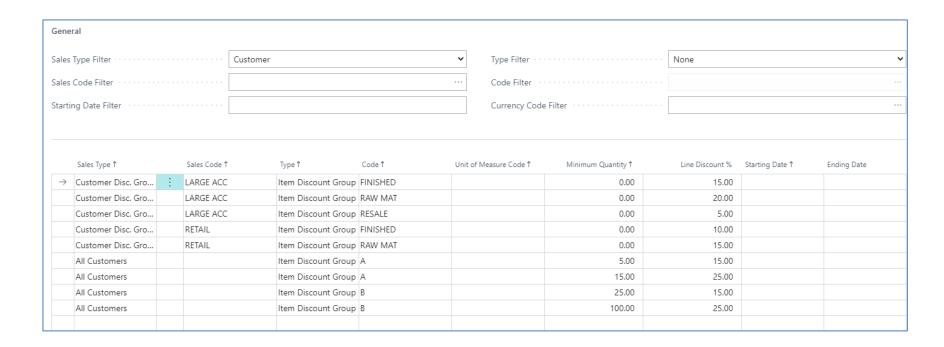
- Support of "Sales" actions->lower stock value and better liquidity
- Support of marketing ->new clients
- Basic incentives for any client
- To differentiate between clients (based on sales in the last period or other criteria)
- Types :
- Price ->modification of Unit Price
- Line ->change the final price in %
- Invoice Discount ->based on the level of invoiced amount

Customer card





Window used for Line Discounts Setup (%)



Window used for Line Discounts Setup (%)

Sales Line Discounts	∠ Search	+ New	₩ Edit List	🗓 Delete	⊠ Open i	n Excel									7 ≡
Views	X	Gen	eral												
<u>*All</u>	₽ :	Sale	s Type Filter · · ·			Customer				~	Type Filter · · · · · ·		None		~
Filter list by:		Sale	s Code Filter								Code Filter · · · · · ·				
× Sales Type Customer	~	Star	ting Date Filter								Currency Code Filter				
+ Filter											Unit of Measure Code				
Reset filters			Sales Type ↑ ▼			Sales Co	ode 1	Type 1	Code ↑		↑	Minimum Quantity 1	Line Discount %	Starting Date 1	Ending Date
			Customer			10000		Item	1936-S		PCS	4.00	3.00		
		\rightarrow	Customer			20000		Item	1928-S		PCS	2.00	8.00		



Window used for Sales Line Discounts Setup

Customer 10000 The Car	non Group PL		Not saved		2			
Sales Prices Sales Prices	earch + Ne	w B Edit List	t 🗓 Delete	Open in Excel	More	options	Y	≡
General								
Sales Type Filter · · · · ·	Customer		v	Starting Date Filter				
Sales Code Filter · · · ·	10000			Currency Code Filter				
Item No. Filter								
			Unit of					
Sales Type ↑	Sales Code ↑ ▼	Item No. ↑	Measure Code ↑	Minimum Quantity↑	Unit Price	Starting Date 1	Ending	Da
→ <u>Customer</u> 1	0000	1936-S	PCS	2	100.00			

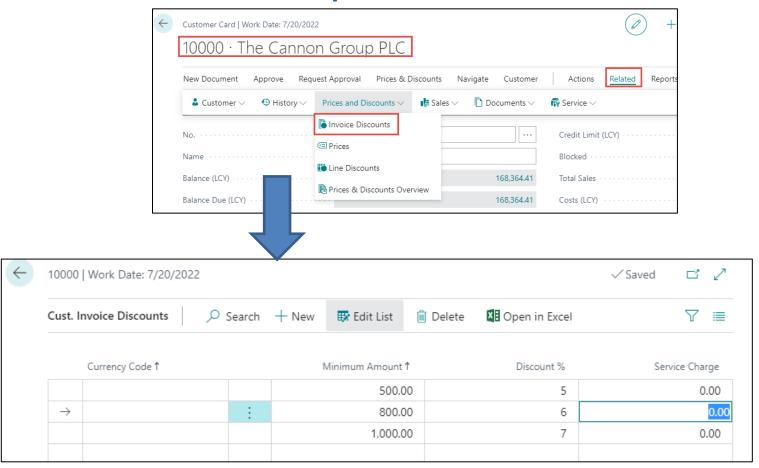


Discount combination-example

- Sales Price reduced from 100 to 90
- Line Discount % =10
- Final price after discounts were applied = 90*0,9=81,0



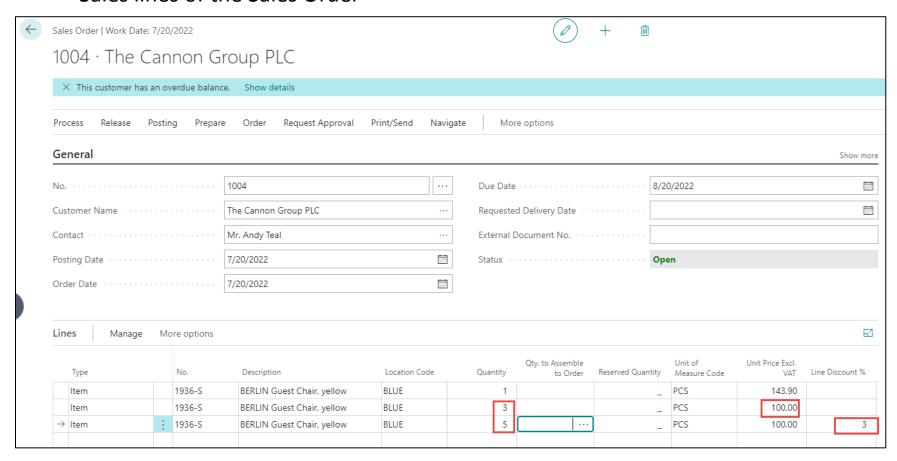
Invoice discount setup



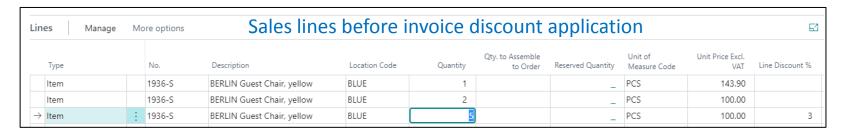
Invoice discount must be allowed and manually confirmed before you start to calculate it

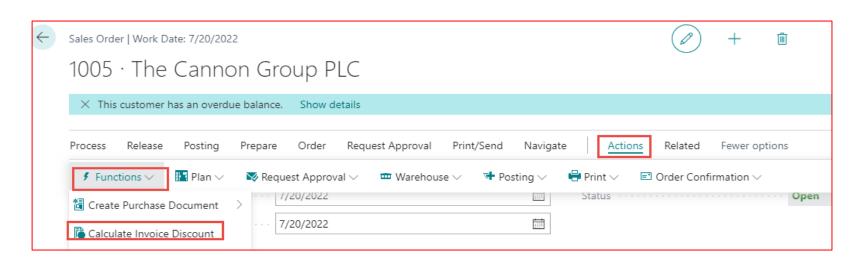
Sales Order

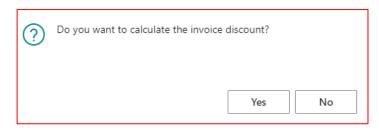
Sales lines of the Sales Order



Invoice Discount calculation (Statistics)







Invoice Discount calculation

Edit - Sales Order Statistics -	2 X		
General			Show more
Amount Excl. VAT	828.90	25% VAT · · · · · · · · · · · ·	194.79
Inv. Discount Amount	49.73	Total Incl. VAT	973.96
Total Excl. VAT	779.17	Sales (LCY)	779.17
Invoicing			Show mor
Amount Excl. VAT	828.90	25% VAT · · · · · · · · · · · ·	194.79
Inv. Discount Amount	49.73	Total Incl. VAT	973.96

F7 -> Statistics

Sales line after application of invoice discount

Lin	es Manage	Line Orde	er Fewer options									
	Туре	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Inv. Discount Amount Excl. VAT	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT
	Item	1936-S	BERLIN Guest Chair, yellow	BLUE	1		_	PCS	8.63	143.90		143.90
\rightarrow	Item	1936-S	BERLIN Guest Chair, yellow	BLUE	2		_	PCS	12.00	100.00		200.00
	Item	1936-S	BERLIN Guest Chair, yellow	BLUE	5		_	PCS	29.10	100.00	3	485.00

Sales order print

Order Confirmation 1005

20 July 2022 Page 1/1

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



CRONUS, Birmingham RC.

Aeron Nicholls

Main Street, 14

Birmingham, B27 4KT

Great Britain

External Document No.

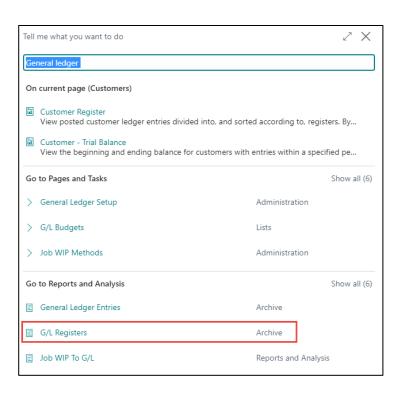
Salesperson Peter Saddow Quote No.

Shipment Method Ex Warehouse

No.	Description	Quantity		Unit Price Excl. VAT		VAT %	Line Amount Excl. VAT	
1936-S	BERLIN Guest Chair, yellow	1	Piece	143.90		25	143.90	
1936-S	BERLIN Guest Chair, yellow	2	Piece	100.00		25	200.00	
1936-S	BERLIN Guest Chair, yellow	5	Piece	100.00	-3%	25	485.00	
				Subtotal			828.90	

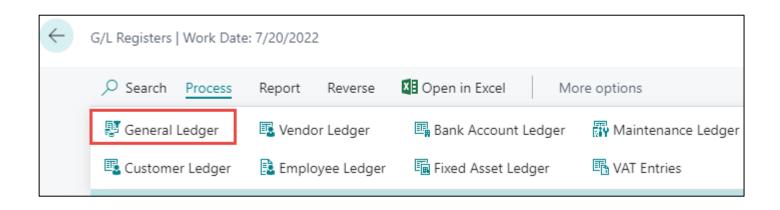
Total GBP Incl. VAT	973.96
25% VAT	194.79
Total GBP Excl. VAT	779.17
Invoice Discount	-49.73
Subtotal	828.90

General ledger entries after posting F9



General ledger entries after posting F9

\leftarrow	G/L Registers	Wor	k Date: 7/20/20	022						2
	∠ Search	Prod	cess Report	t Reverse	Open in Exce	el More o	ptions		7	≡
	No.↓		Creation Date	Creation Time	User ID	Source Code	Journal Batch Name	From Entry No.	To Entry No.	
	<u>142</u>	:	9/16/2021	10:45:52 AM	TEACHER	SALES		2850	2854	
	141		9/10/2021	9:44:27 AM	TEACHER	GENJNL	CASH	2848	2849	
	140		9/8/2021	2:06:57 PM	TEACHER	GENJNL	DEFAULT	2845	2847	



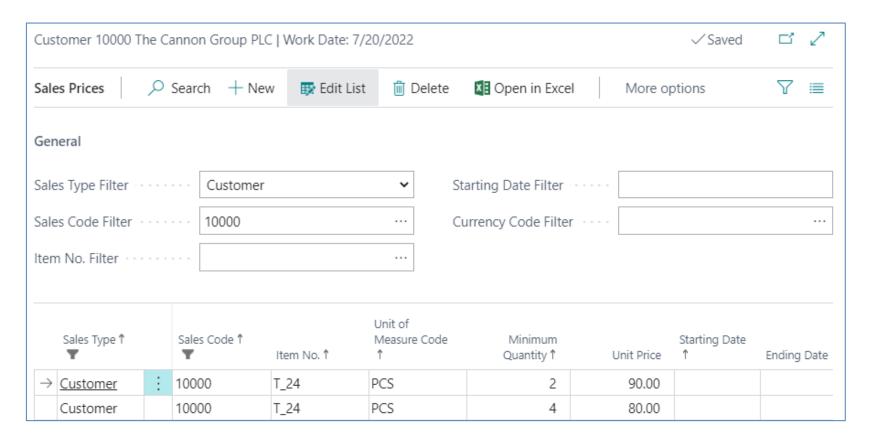
General ledger entries after posting F9

6910) Discount Grante	d W	ork Date: 7/20/20	022								
Gene	eral Ledger Entrie	s	∠ Search	Edit List Pro	ocess Entry X	Open in Excel M	ore options					
	Posting Date↓		Document Type	Document No.	G/L Account No.	Description		Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type
\rightarrow	7/20/2022	:	Invoice	103034	6910	Order 1005	<u> </u>	Sale	DOMESTIC	RETAIL	64.73	G/L Account
	7/20/2022		Invoice	103034	6110	Order 1005	4	Sale	DOMESTIC	RETAIL	-843.90	G/L Account
	7/20/2022		Invoice	103034	5610	Order 1005					-210.98	G/L Account
	7/20/2022		Invoice	103034	5610	Order 1005					16.19	G/L Account
	7/20/2022		Invoice	103034	2310	Order 1005					973.96	G/L Account

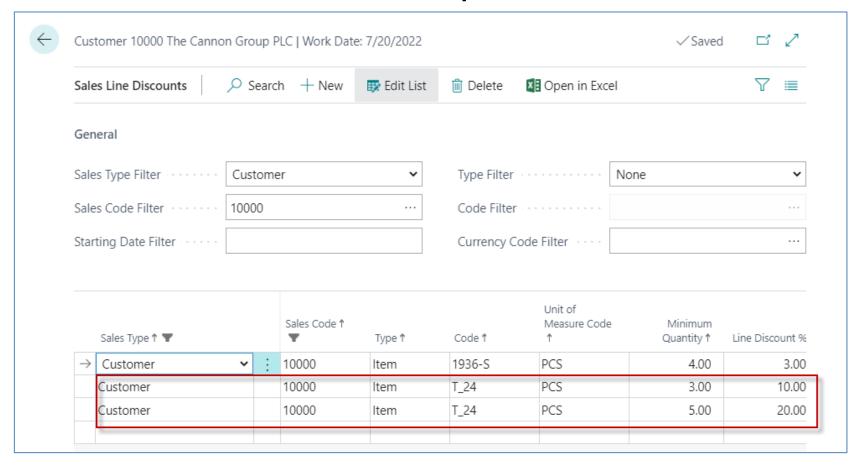
Discount granted

Simple seminar example

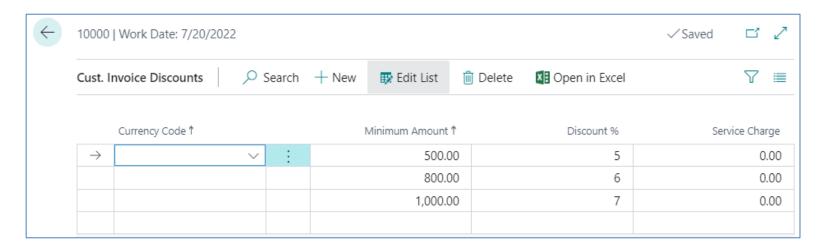
Unit Price Discount Setup



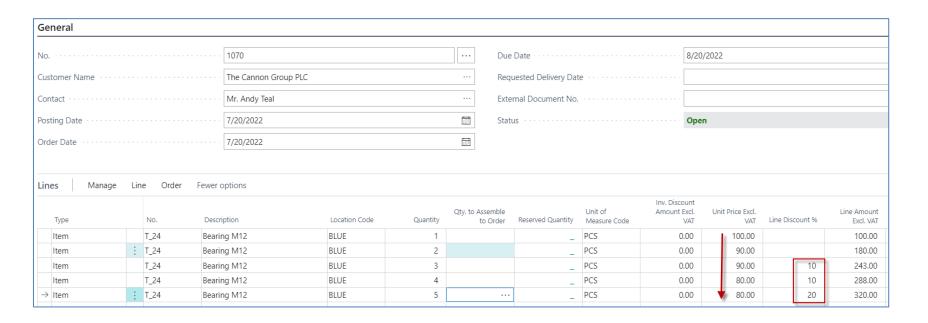
% Line Discount Setup



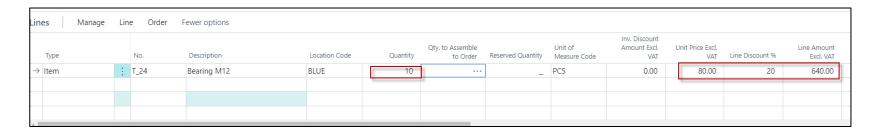
Invoice Discount Setup



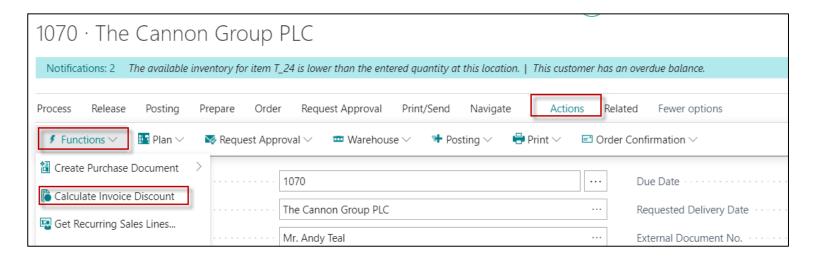
Sales Order

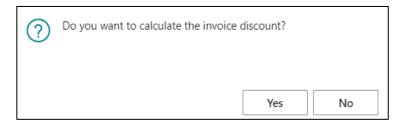


Sales Line of the Sales Order (only Sales Line)-modified Sales
 Line from slide 22

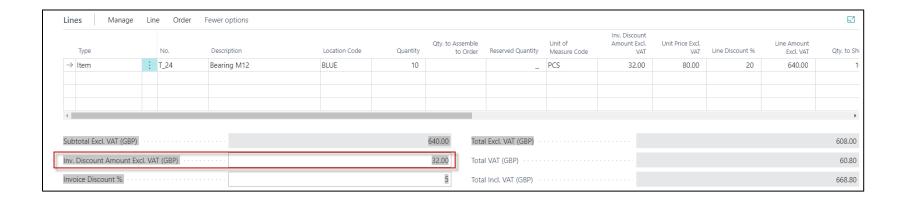


Invoice Discount application: step 1





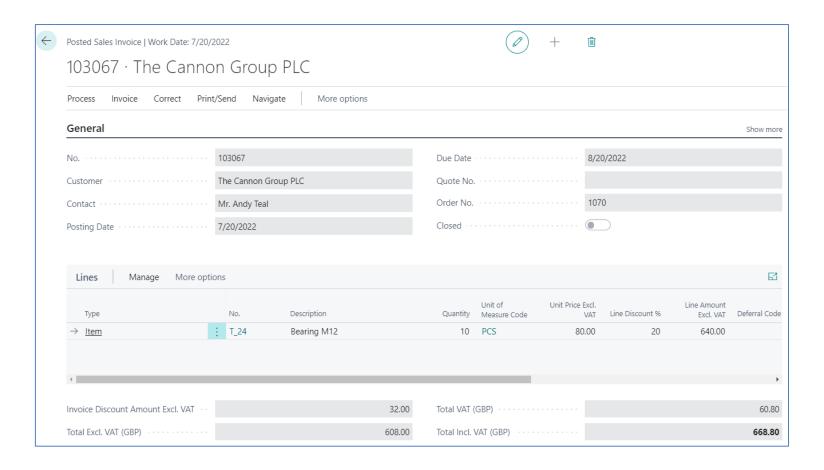
Invoice Siscount application : step 2



Posting Sales Ordes by key F9



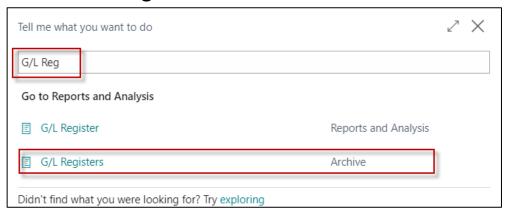
Posted Sales Invoice

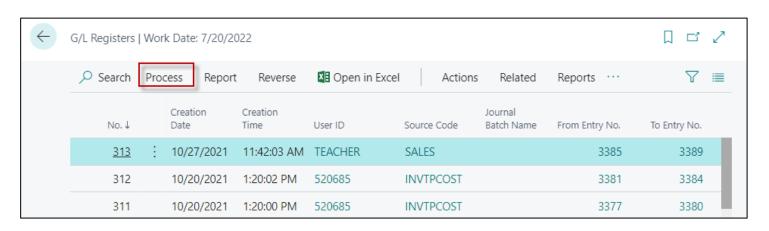


Printed Posted Sales Invoice

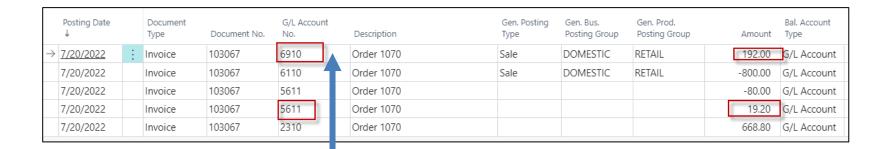


General Ledger Entries





General Ledger Entries



Discount granted

End of the section

(Discounts)



This is the end
Beautiful friend
This is the end
My only friend, the end...

So why worry now