**Sales Document Type**

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First Category

1. Sales Document Category :- Sales Document Category is the list of Sales documents available like inquiry,Quotation,delivery,billing. Document category is used to classify the different types of documents

A Inquiry

B Quotation

C Order

D Item proposal

E Scheduling agreement

F Scheduling agreement with external service agent

G Contract..



b)Sales Document block: blocked for processing

**Number Systems**

a)No range Internal Assignment:-Here we set unique assignments for our sales document like inquiry, quotation and customer processes internally.



b)No range external assignment:- Here we set unique assignments for our sales document like inquiry, quotation and customer processes externally.



c) Item no.Increment:- The items in the sales order increase in increments of 10.This is used for ordering of items and to place items for delivery and set order by how much they increment: the sub-items increase in intervals of 10.



**General Control**

a)Reference Mandatory:-The document does not have a mandatory reference (such as a reference to a quotation) before an order may be created.

b)Check Division:-The division of the material or item is copied into the sales order.There is a check with an error message to see if this division is equal to the header division.



c)Probability:-The probability of this order being completed and fulfilled is 100 percent.



d)Item division:- There is a check with an error message to see if this division is equal to the header division.



e)Read Info Record:-The system must read the customer material info record should one exist.

f)Check purchase order no:-This is the portal to chekc the purchase order number.

g)Commitment date:-The commitment date is date for committment not checked.The commitment date will be recalculated if changes are made to the material,wuantity,requested delivery date, or delivery time.

h)Check credit limit:-The credit limit check is blank,which means no check.

I)Output Application:-The Output Application is assigned for Sales.



**Transaction Flow**



a)Screen Sequence Group:-The screen sequence group controls the way data is displayed, and in what sequence.

b)Display Range:-The display range determines what items in the sales order are displayed-for example,all items or onle header items for a BOM.

c)Incomplete Procedure:-The incomplete procedure at sales document header is 11.

d)Transaction Group:-The transaction group determines which indices must be changed with reference to this sales order.

e)Quotation Messages:-Quotation messages are messages displayed for Quotaiton type documents which are made for Sales document.Quotations,contracts and master contracts are the three preceding key document types.

f)Document Pricing Procedures:-The document pricing procedure is this indicator plus the indicator on the customer master and the relevant sales area these determine which pricing procedure to use.

g)Outline Aggreement Messages: Here we keep setting for purchasing document with vendor type while doing our agreement with vendor.Quotations,contracts and master contracts are the three preceding key document types.

h)Status Profile:-Status profile is used to assign a status profile to the particular document type.It is also assigned at item category level.

i)Message Master Control:-Message master contract checks to determine if any master contracts exist while you are creating a document type “contract”.

l)Product Attribute messages:-With product attribute messages,the system can error or warn to check manually entered products for the attributes to see if the ship to party accept them.

m)Incomplete messages:- With the incomplete messages indicator blank,the system will inform you at the time of saving that the document is incomplete.

**Scheduling Agreement**



a)Correction Delivery type:-The correction delivery type is used for scheduling agreements.

b)The usage filed is used to indicate on the sales order what the customer uses the material for.

c)MRP for delivery schedule type is used for scheduling agreements in order for them to set if the system should use just in time (JIT) processing or forward the demands on to material requirements planning (MRP).

d)Delivery block:- Delievery Blocks can be automatically set for scheduling agreements blank entry indicates no delivery block.

**Shipping**



a)Delivery type:-It indicates that this document type is relevant for delivery and the delivery type to be used for automatic processing is LF.

b)Delivery Block:-There is no automatic delivery block entered in the sales order.

c)Shipping Conditions:-The shipping conditions are proposed by the customer master record.The shipping condition value is used to determine the shipping point.

d)Immediate delievery:-The immediate delivery indicator is used for making immediate delivery.

**Billing**



a)Delivery related bill type:-:-This document is relevant for invoicing and for delivery related invoicing the system automatically uses the invoice document type F2.

b)Order reference billing type:-When an order related invoice is possible the system will use document type F2 for automatic processing as well.

c)billing plan type:-The billing plan type is either periodic billing,where the entrie value to be billed to date is billed in full on the billing plan date or milestone billing,where the toal value to be billed is distributed between the individual billing plan dates.

d)payment guarantee procedure:-Payment guarantee procedure indicates to the system what form of guarantee procedure to use for this sales document.

e)Payment card plan type:-Payment card plan type is an essential setting should you want your system to accept payment cards in the sales order process.

f)Checking group:-Checking group is used to determine how the system carries out the checking of payment card data.

Requested delivery date/pricing date/purchase order date



Lead time in days:-Lead time in days is the requested date in the sales order.

Date type: Data type allows the user to set the format of the delivery schedule line date for internal use.

Proper function pricing date:-It allows to specify the valid-from date for the pricing of the reference document, or the requested delivery date.

Proper valid from date:-It allows to determine when the valid-from date for pricing should be.

Propose delivery date:-It is checked to propose the current date as the delivery date.

Propose PO Date:-Proposes the current date as purchase order date.