

# IBM

**SAP SD**

**Complete End to End Project Blue-Print**

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# 1. Enterprise structure – SD - Definition

## 1.1 Define Sales organization

### Background

Sales organization is the basic organizational element in SD.  
All sales documents are created for a sales organization.  
Sales organization can be defined based on

Division of sales function of the company based on  
Geography or sub-businesses of the company  
Any other sales criteria.

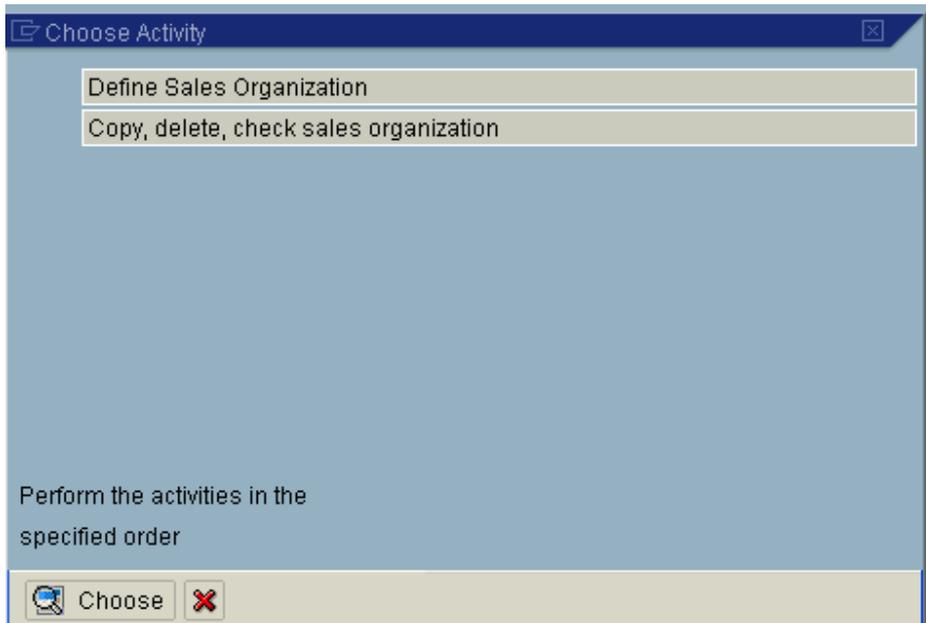
Sales organization is defined as a 4-digit alpha numeric code  
with external numbering

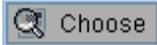
### Instructions

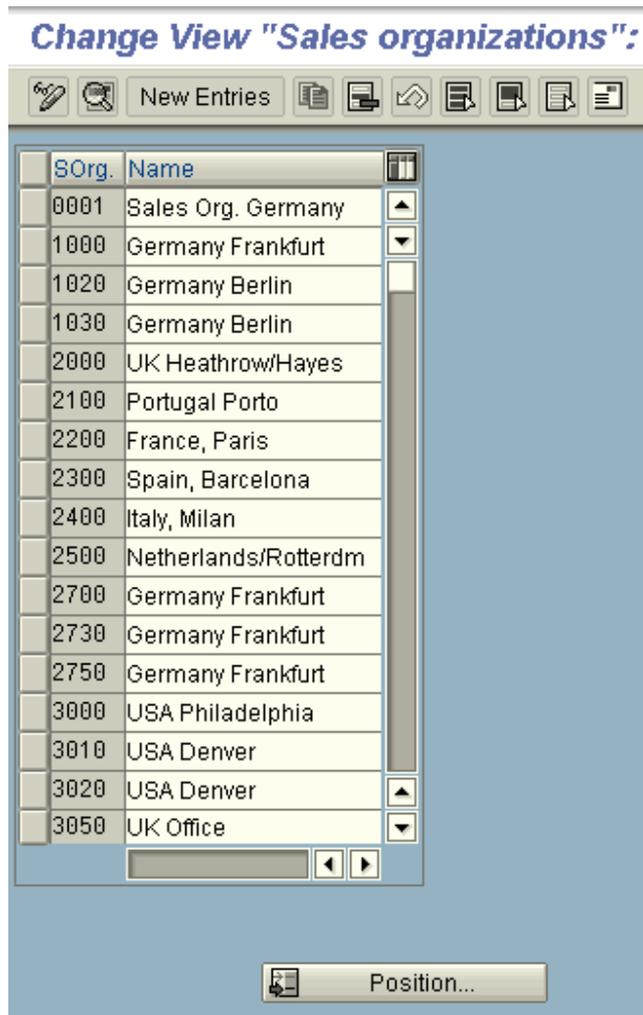
Follow Menu Path: IMG    Enterprise structure    Definition  
Sales and Distribution    Define, copy, delete, check sales  
organization

Click 

Following pop-up is displayed

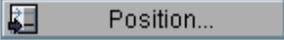


Click on “define sales organization” and click on 



Here the three options explained in background are applicable.

- a. If existing Sales organization is to be modified, choose the Sales organization from list and click on  to get into details
- b. For copying existing Sales organization to new one select the Sales organization to be copied and click on .
- c. For creating a new Sales organization click on 

Here we will follow option 'a' and select Sales organization 3020 and click on . To search for Sales organization, click on  and enter the key.



Following screen is displayed

### Display View "Sales organizations": Details

Sales Organization: 3020 USA Denver

Detailed information

Statistics currency: USD

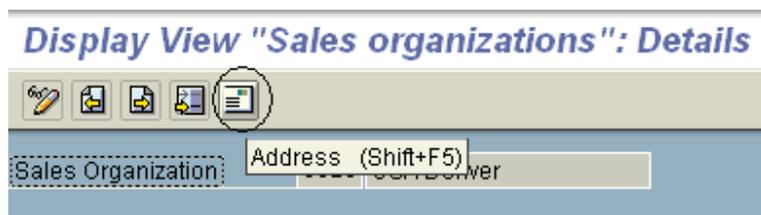
Address text name	ADRS_SENDER	RefSorg.SalesDocType	3000
Letter header text	ADRS_HEADER	Cust.inter-co.bill.	30000
Footer lines text	ADRS_FOOTER	Sales org.calendar	
Greeting text name	ADRS_SIGNATURE		
Text SDS sender		<input checked="" type="checkbox"/> Rebate proc.active	

ALE : Data for purchase order

Purch. Organization		Plant	
Purchasing group		Storage location	
Vendor		Movement Type	
Order type			

Maintain Key controls as below

Field Name	Field Description and Value
Sales organization	4-character key for the Sales organization. Description is next to it
Statistics currency	Currency is proposed as default currency when statistics is generated for the sales organization
Reference Sorg. Sales Doc Type	All document types assigned to the reference sales organization, 3000 are also allowed for sales organization, 3020
Customer Inter-company billing	When the sales organization is the ordering sales organization in a inter-company sales scenario, then the customer assigned here is the inter-company customer
Sales organization calendar	This is working day calendar for the sales organization
Text	It is a standard text, which can be called in layouts used for order confirmation outputs



Click on the “Address” icon and maintain address as shown below.

Display address: 3020

---

**Name**

Title

Name

---

**Search terms**

Search term 1/2

---

**Street address**

Street/House number

Postal Code/City

Country  United States Region  Colorado

---

**PO box address**

PO Box

Postal Code

Company postal code

---

**Communication**

Language  Other communication...

Telephone  Extension

Mobile Phone

Fax  Extension

E-Mail

Standard Comm.Method

---

**Comments**

## 1.2 Define Sales office

### Background

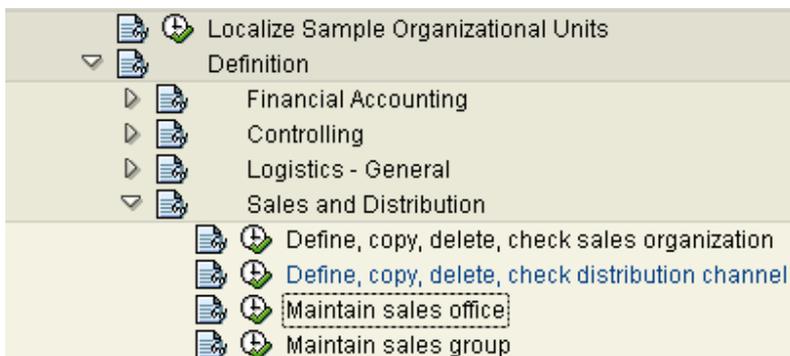
This configuration setting enables to define sales office.

Sales office of a company is an office, which has sales persons associated with it. Sales office has an address.

One sales office can be assigned to more than one sales area.

### Instructions

Follow Menu Path: IMG Enterprise structure Definition  
Sales and Distribution Maintain sales office



Click on  Maintain sales office



Display View "Sales offices":

Sales off...	Description
3020	Office Denver
3030	Office San Diego

Click on 

Display address: 3020

Name	
Title	<input type="text"/>
Name	Sales office Denver
	<input type="text"/>

Search terms	
Search term 1/2	USA
	<input type="text"/>

Street address	
Street/House number	<input type="text"/>
Postal Code/City	78569 Denver
Country	US United States
Region	CO Colorado

PO box address	
PO Box	<input type="text"/>
Postal Code	<input type="text"/>
Company postal code	<input type="text"/>

Communication	
Language	English <input type="text"/>
Telephone	<input type="text"/>
Mobile Phone	<input type="text"/>
Fax	<input type="text"/>
E-Mail	<input type="text"/>
Standard Comm.Method	<input type="text"/>

Other communication...	
Extension	<input type="text"/>
	<input type="text"/>
Extension	<input type="text"/>
	<input type="text"/>

Comments	
	<input type="text"/>

## 1.3 Define Sales group

### Background

Sales group is group of sales persons responsible for sales items in a sales order.

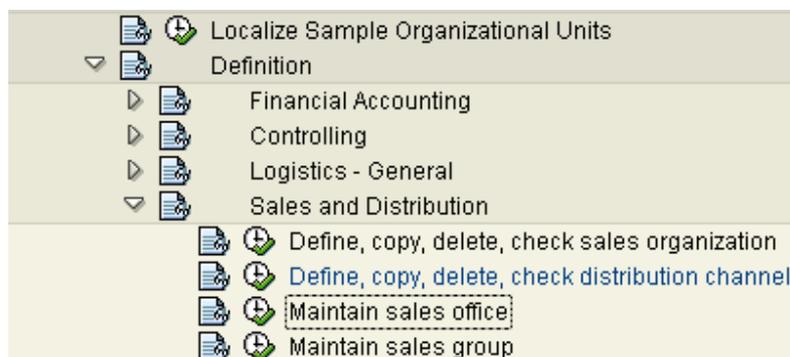
Sales group is determined in the sales order as per customer master, sales area data or it can be maintained manually

Sales group is not a mandatory configuration. Sales order processing can work without sales group configuration.

Sales group can be assigned to more than one sales office.

### Instructions

Follow Menu Path: IMG    Enterprise structure    Definition  
Sales and Distribution    Maintain sales group



Click  Maintain sales group

**Change View "Sales Groups": Overview**

New Entries

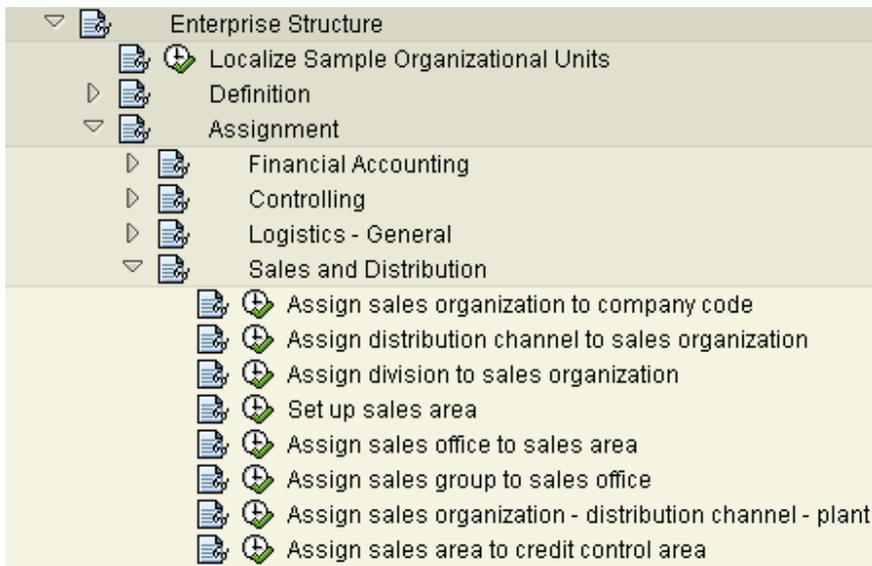
Sales group	Description	
321	Group D1	▲
322	Group D2	▼

It is just a code defined.

## 1.4 Assign Sales organization to company code

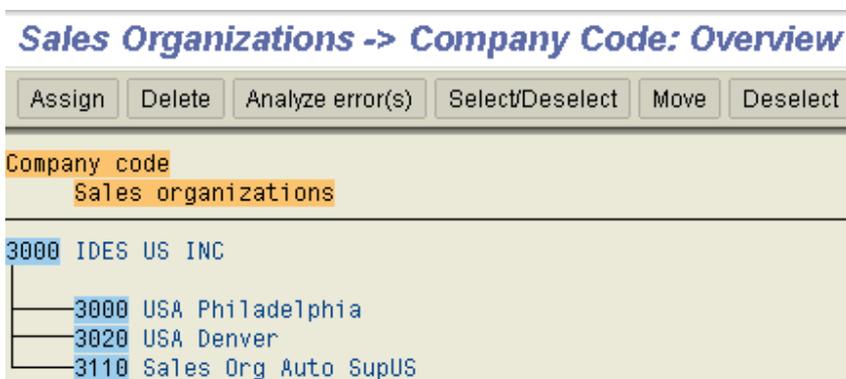
### Instructions

Follow Menu Path: IMG   Enterprise structure   Assignment  
Sales and Distribution   Assign sales organization to  
company code



Click Assign sales organization to company code

Assign Sales organization to company code



This assignment is important for integration with finance. One sales organization is assigned to one company code.

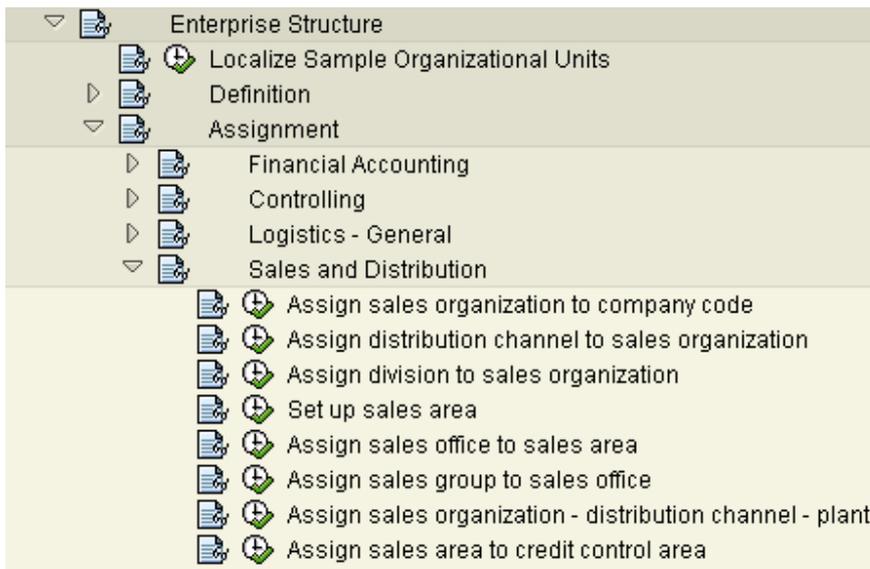
Perform the following steps to do assignment:

- a. Click on sales organization
- b. Click Select/Deselect
- c. Click on company code
- d. Click on Assign

## 1.5 Assign Distribution channel to Sales organization

### Instructions

Follow Menu Path: IMG Enterprise structure Assignment  
Sales and Distribution



Click Assign distribution channel to sales organization

### ***Distribution Channels -> Sales Organization:***



One distribution channel can be assigned to more than one sales organization.

## 1.6 Define Sales Document Types

### Background

This configuration setting enables creation or modification of sales document type. Sales document type is an indicator which enables system to process different business transactions in different ways.

Various document types are pre-configured in system and can be used for various scenarios. There are three options for configuring new sales document types:

Change existing sales document type

Copy existing sales document type and change it to new requirements.

Create a new sales document type.

Definition and configuration of sales document type can be divided in three parts

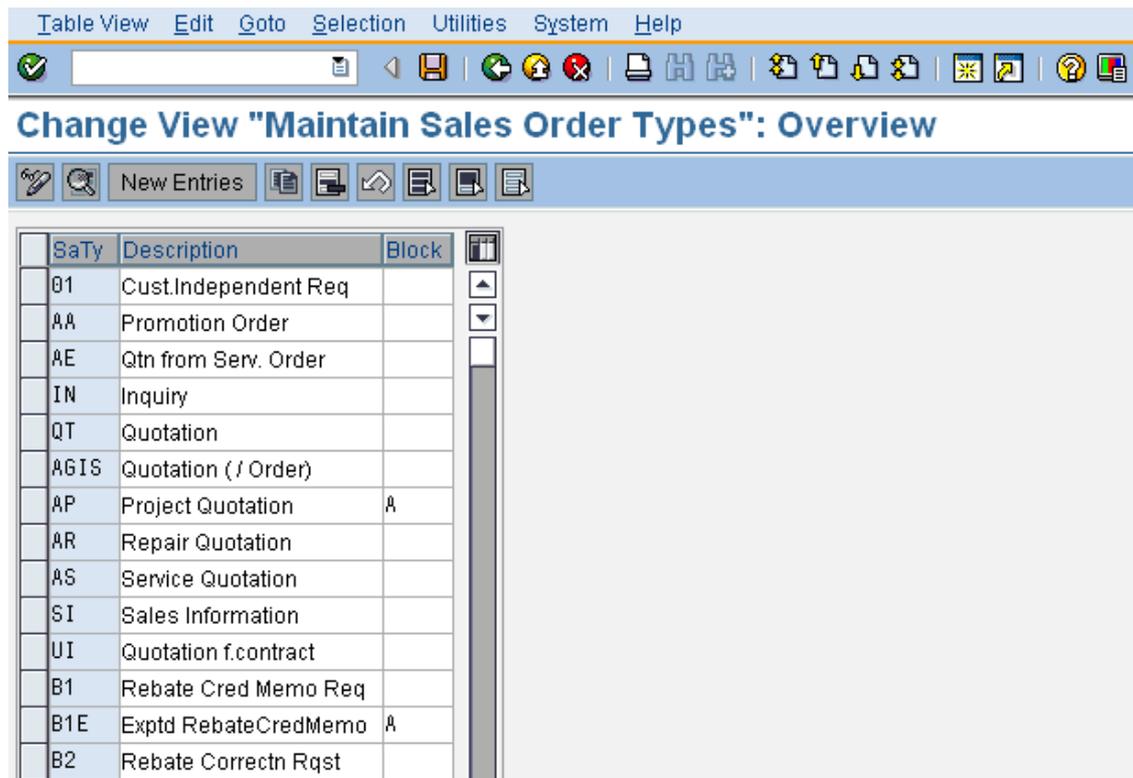
1. Definition of Sales document type itself (with key e.g. QT etc.)
2. Definition of additional sales functions (like number ranges etc.)
3. Configuration for general SD functions (like pricing etc.)

We will study the configuration of SAP provided sales document type for standard order 'OR'.

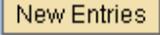
### Instructions

Follow Menu Path: IMG Sales and Distribution Sales  
Sales Documents Sales Document Header Define  
Sales Document Type

1. Click 

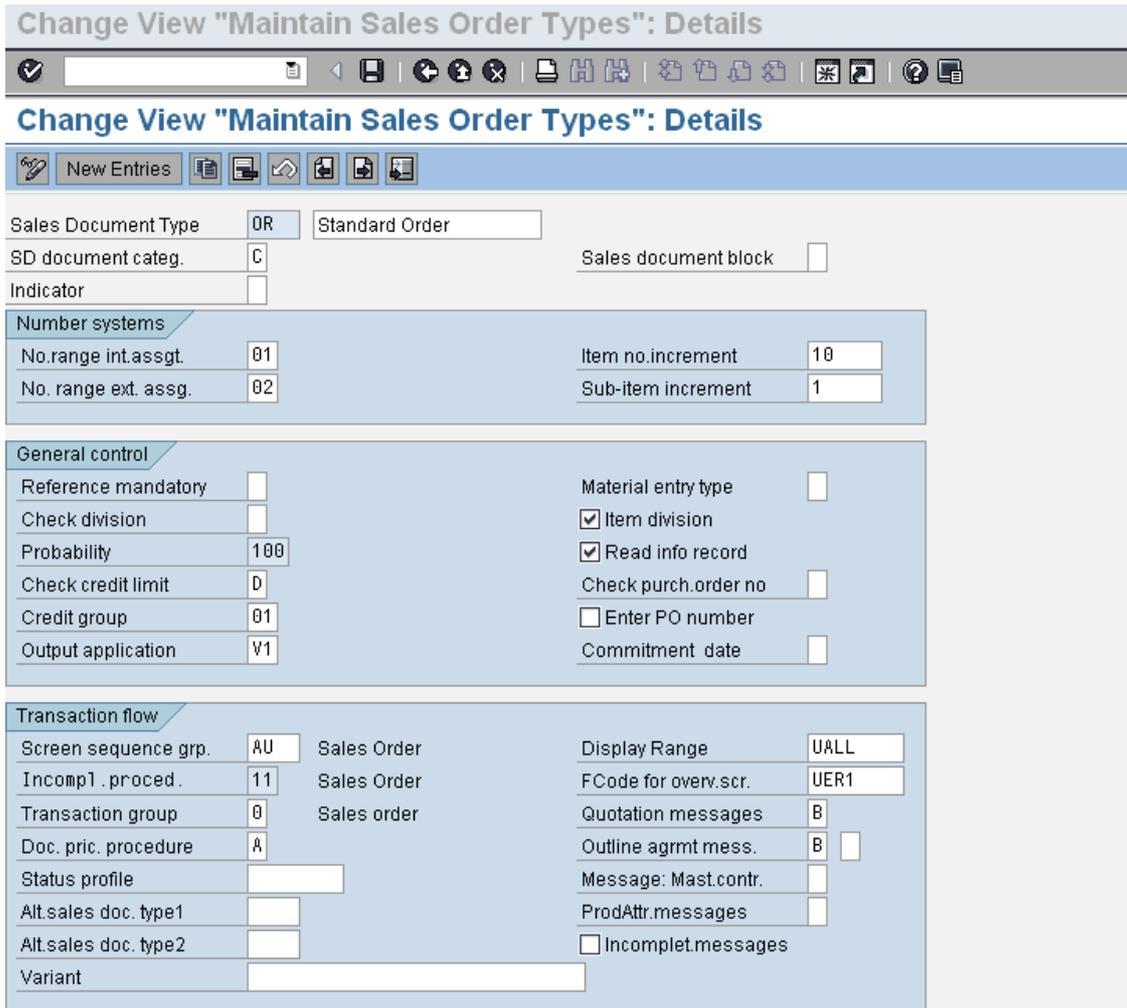


Here the three options explained in background are applicable.

- d. If existing Sales document type is to be modified, choose the document type from list and click on  to get into details
- e. For copying existing sales document type to new one select the sales document type to be copied and click on  or F2.
- f. For creating a new sales document type click on 

Here we will follow option “a” and select order type OR and click on . To search for correct order type click on  and enter the key.

Following screen is displayed



The screenshot shows the SAP 'Change View Maintain Sales Order Types' screen. The title bar reads 'Change View "Maintain Sales Order Types": Details'. Below the title bar is a toolbar with various icons. The main content area is divided into several sections:

- Sales Document Type:** OR (selected), Standard Order
- SD document categ.:** C
- Indicator:** [ ]
- Sales document block:** [ ]
- Number systems:**
  - No. range int. assgt.: 01
  - No. range ext. assg.: 02
  - Item no. increment: 10
  - Sub-item increment: 1
- General control:**
  - Reference mandatory: [ ]
  - Check division: [ ]
  - Probability: 100
  - Check credit limit: D
  - Credit group: 01
  - Output application: V1
  - Material entry type: [ ]
  - Item division:
  - Read info record:
  - Check purch. order no: [ ]
  - Enter PO number: [ ]
  - Commitment date: [ ]
- Transaction flow:**
  - Screen sequence grp.: AU Sales Order
  - Incomp1. proced.: 11 Sales Order
  - Transaction group: 0 Sales order
  - Doc. pric. procedure: A
  - Status profile: [ ]
  - Alt. sales doc. type1: [ ]
  - Alt. sales doc. type2: [ ]
  - Variant: [ ]
  - Display Range: UALL
  - FCode for overv. scr.: UER1
  - Quotation messages: B
  - Outline agrmt mess.: B [ ]
  - Message: Mast. contr.: [ ]
  - ProdAttr.messages: [ ]
  - Incomplet.messages: [ ]

The controls are grouped in various blocks like Number Systems, General Control, Transaction flow etc.

2. Maintain the fields as explained below:

The explanation is provided block wise

Sales Document Type	OR	Standard Order	
SD document categ.	C		Sales document block <input type="checkbox"/>
Indicator	<input type="checkbox"/>		

Field Name	Field Description and Value														
Sales Document Type	4 character key for the sales document type. Description is next to it														
SD document categ.	<p>Classification of different types of documents in SD, used by system to determine how processing is to be carried out. Predefined following entries exist</p> <table border="1"> <thead> <tr> <th>SD document categ.</th> </tr> </thead> <tbody> <tr><td>A Inquiry</td></tr> <tr><td>B Quotation</td></tr> <tr><td>C Order</td></tr> <tr><td>D Item proposal</td></tr> <tr><td>E Scheduling agreement</td></tr> <tr><td>F Scheduling agreement with external service</td></tr> <tr><td>G Contract</td></tr> <tr><td>H Returns</td></tr> <tr><td>I Order w/o charge</td></tr> <tr><td>K Credit memo request</td></tr> <tr><td>L Debit memo request</td></tr> <tr><td>W Independent reqts plan</td></tr> <tr><td>Ø Master contract</td></tr> </tbody> </table>	SD document categ.	A Inquiry	B Quotation	C Order	D Item proposal	E Scheduling agreement	F Scheduling agreement with external service	G Contract	H Returns	I Order w/o charge	K Credit memo request	L Debit memo request	W Independent reqts plan	Ø Master contract
SD document categ.															
A Inquiry															
B Quotation															
C Order															
D Item proposal															
E Scheduling agreement															
F Scheduling agreement with external service															
G Contract															
H Returns															
I Order w/o charge															
K Credit memo request															
L Debit memo request															
W Independent reqts plan															
Ø Master contract															
Indicator	Sales document indicator for further classification if required.														
Sales document block	Determines if sales order is blocked for creation or allows only automatic creation.														

Number systems			
No.range int.assgt.	01	Item no.increment	10
No. range ext. assg.	02	Sub-item increment	1

Key fields are explained below:

Field Name	Field Description and Value
No Range int. assgnt	No range to be used for sales document numbers if assigned internally
No Range ext. assg.	No range to be used for sales document numbers if assigned externally
Item no. increment	Increment of item no in sales order like 10, 20 etc.
Sub-item increment	Increment of item no automatically by system

General control	
Reference mandatory	<input type="checkbox"/>
Check division	<input type="checkbox"/>
Probability	100
Check credit limit	D
Credit group	01
Output application	V1
Material entry type	<input type="checkbox"/>
<input checked="" type="checkbox"/> Item division	
<input checked="" type="checkbox"/> Read info record	
Check purch.order no	<input type="checkbox"/>
<input type="checkbox"/> Enter PO number	
Commitment date	<input type="checkbox"/>

Key fields are explained below:

Field Name	Field Description and Value
Reference mandatory	Control if reference is mandatory while creating sales document. Leave blank
Check division	Control on check if division differs at item & header level. Leave blank
Probability	Probability of customer confirming inquiry or quotation in sales order.
Check Credit Limit	Specifies if system runs credit check and behavior.
Credit group	Assignment of credit group defined in credit management

Output Application	Normally V1 for sales
Material entry type	Control on material entry in sales order.
Item division	Check this if division is to be determined from material master record at item level
Read Info record	Check this if Customer material info records are to be read.
Check purch order no.	If Customer purchase order no is to be checked for duplication maintain 'A'

Transaction flow	
Screen sequence grp.	AU Sales Order
Incomp1 . proced .	11 Sales Order
Transaction group	0 Sales order
Doc. pric. procedure	A
Status profile	
Alt.sales doc. type1	
Alt.sales doc. type2	
Variant	
Display Range	UALL
FCode for overv.scr.	UER1
Quotation messages	B
Outline agrmt mess.	B
Message: Mast.contr.	
ProdAttr.messages	
<input type="checkbox"/> Incomplet.messages	

Key fields explained below, rest are system copied.

Field Name	Field Description and Value
Transaction group	Grouping that controls certain characteristics of sales doc processing.
Doc. pric. Procedure	Key specifying pricing proc for sales document type. Input for pricing procedure determination
Quotation messages	Control to check if system should check for existing open quotations.

<b>Outline agrmt messages</b>	<b>Control to check if system should check for open agreements like contracts.</b>
-------------------------------	--

**Shipping**

Delivery type  Delivery  Immediate delivery

Delivery block

Shipping conditions

ShipCostInfoProfile  Standard freight information

Key fields explained below:

Field Name	Field Description and Value
Delivery type	Default delivery type for this sales document type
Delivery block	Default Delivery block for sales document
Shipping conditions	Default shipping condition for sales document type. Maintained if it is different from customer master record.
Immediate delivery	To be flag 'X' if immediate delivery is required after sales order is saved. Example - In Cash Sales and Rush order scenarios.

**Billing**

Dlv-rel.billing type  Invoice  CndType line items

Order-rel.bill.type  Invoice  Billing plan type

Intercomp.bill.type  Intercompany billing  Paymt guarant. proc.

Billing block  Paymt card plan type

Checking group

Key fields explained below:

Field Name	Field Description and Value
Delivery rel. billing type	Default billing type that system proposes while creating billing documents from delivery
Order-related billing type	Default billing type that system proposes while creating billing documents from order
Inter-company billing type	Default billing type that system proposes while creating billing documents for inter-company.
Billing block	To Default billing block in sales order like Credit memo etc.
Billing plan type	Billing plan type if used like Milestone or Periodic billing
Paymt guarant. proc	Procedure type for payment guarantee
Paymt card plan type	Payment plan type for payment cards
Checking group	Checking group for payment cards

Requested delivery date/pricing date/purchase order date	
Lead time in days	<input type="text" value="7"/> <input checked="" type="checkbox"/> Propose deliv.date
Date type	<input type="text"/> <input type="checkbox"/> Propose PO date
Prop.f.pricing date	<input type="text"/>
Prop.valid-from date	<input type="text"/>

Key fields explained below:

Field Name	Field Description and Value
Lead time in days	No of days from current date for

	proposal of requested delivery date of items.
Propose deliv. Date	Check box controls if current date is to be proposed as delivery date.

Other controls like Scheduling agreement and Contract are relevant for only those sales document types and not explained here.

### Effect of Configuration

Sales document type configured here would be used for creating sales order in specific scenario.

## 1.7 Define Reasons for Rejection

### Background

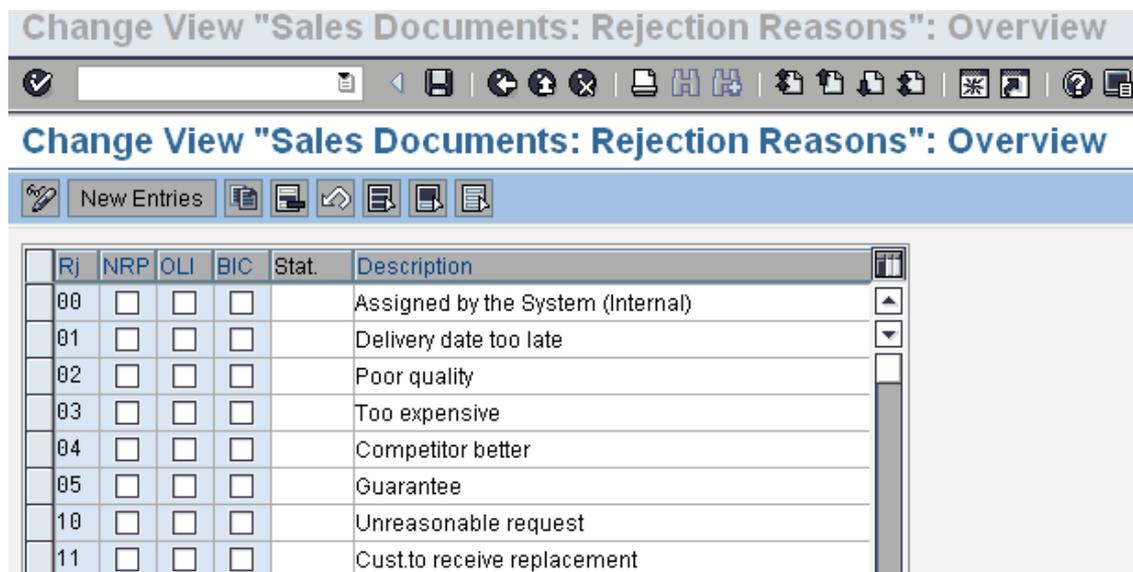
This configuration defines Reasons for rejection. These can be used to define possible reasons for rejecting items in sales documents.

These also define further behavior of items after rejection.

### Instructions

Follow Menu Path: IMG Sales and Distribution Sales Sales Documents Sales Document Item Define Reasons For Rejection

1. Click 



Following fields are maintained:

Field Name	Field Description and Value
Rejection reason	2 digit code for rejection reason
NRP	Not relevant for printing after rejected.

<b>OLI</b>	<b>Resource related item open again</b>
<b>BIC</b>	<b>Not relevant for billing</b>
<b>Stat</b>	<b>Statistical value of item to be considered</b>
<b>Description</b>	<b>Description of item</b>

### **Effect of Configuration**

Reasons for rejection are available for use in sales document.

## 2. Configuring Pricing Control

### 2.1 Define Condition Tables

#### Background

This configuration setting enables creation of new pricing tables, which contain the fields used for price dependencies. Condition tables contain the fields, for the combination of which condition records are maintained.

It is recommended that system predefined condition tables are not modified; the following options are then available.

Copy existing condition table and change it to new reqts.

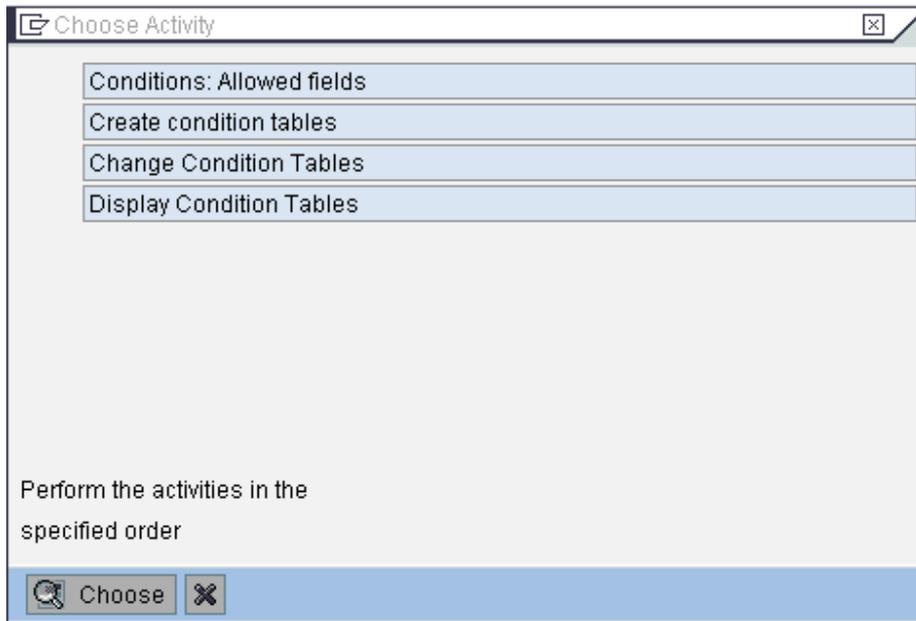
Create a new condition table. Number of table has to start between 501 and 999, if not specified system will automatically assign a sequential number.

#### Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control Define Condition tables

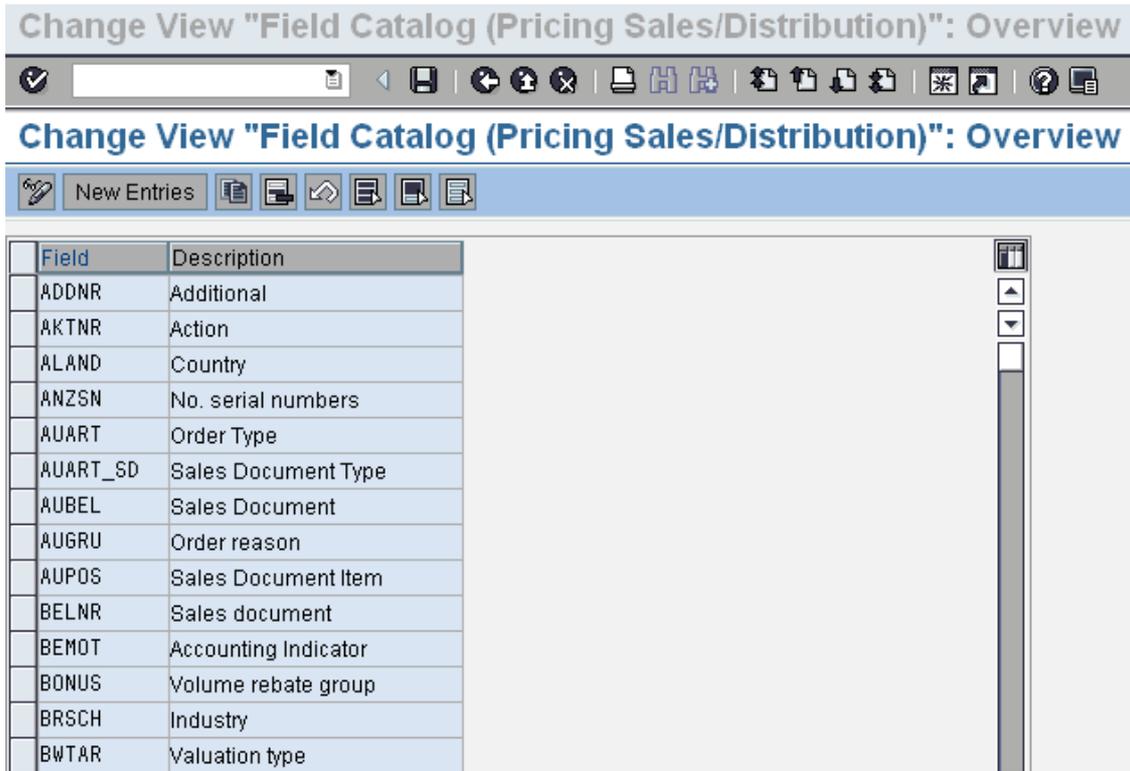
1. Click 

Following pop-up is displayed



First the Field Catalog needs to be checked for the fields that are required in a condition table

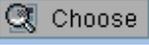
Click on **Conditions: Allowed fields** and click on **Choose**



The List of allowed fields by system in Pricing is displayed in this Field Catalog.

New Fields can be added in this catalog which also require system modifications to get the values populated in these additional fields during sales document processing.

Click  and .

2. Click on  and .

For explanation let's create a table with following fields Sales Organization, Distribution Channel, Division, Sold-to Party and Material.

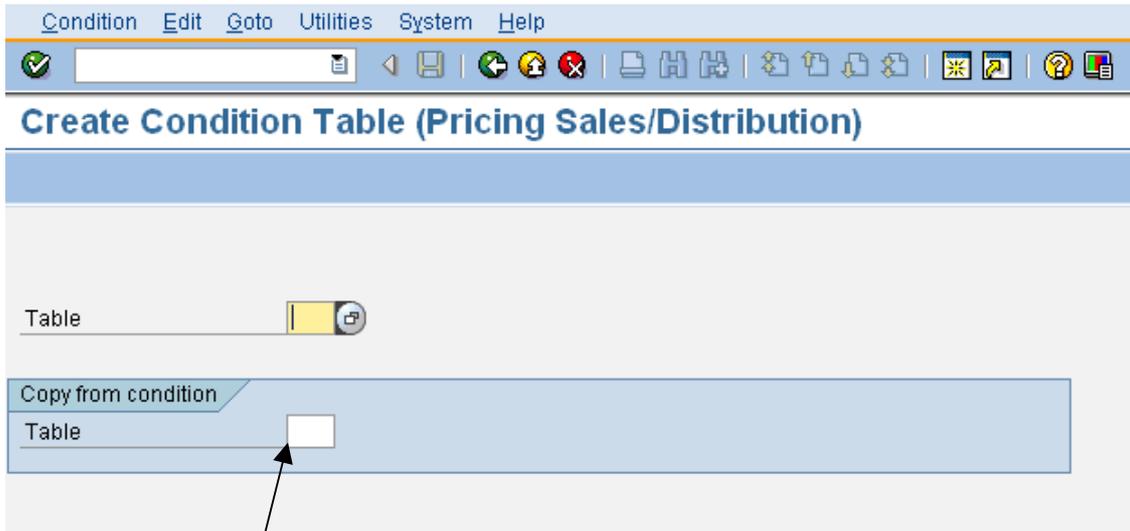
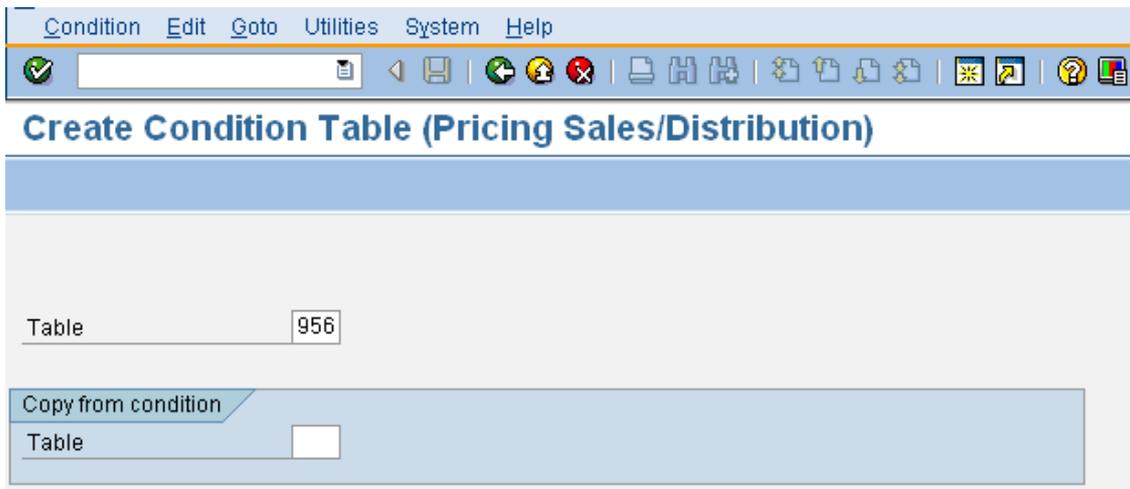


Table no to be created is specified in field 'table' and if it is to be copied from existing table enter the table number in field 'Copy from condition table' and click on .



Following screen is displayed

Create Condition Table (Pricing Sales/Distribution): Field Overview

Create Condition Table (Pricing Sales/Distribution): Field Overview

Select field Technical view Other description Field attributes...

Table 956 

With validity period  
 with release status

Selected fields	FieldCatlg
Long Key Word	Long Key Word
	Accounting Indicator
	Action
	Activity Code GI Tax
	Agreement
	Base Unit of Measure
	Batch
	Bill-to party
	CAP prod. group
	Campaign ID
	Catalog
	City code
	City of deliv.plant
	Commission group
	Conditn pricing date
	Control code
	Country
	Country
	County code
	County of dlv.plant
	Cross-plant grouping

By Default  With validity period and  with release status are check marked. If the condition records that are to be maintained in this table do not require validity or release status they can be unchecked.

Enter the Description of table by clicking on icon , which will open an editor.

Next the Fields are to be selected from the Field Catalog, the whole list can be scrolled up or down by clicking on any field and using the 'Page up' & 'Page down' buttons on keyboard.

First Search for 'Sales Organization' in Field Catalog, double click on the field when found. It will get transferred to Selected Fields as below.

Condition Edit Goto Environment System Help

Create Condition Table (Pricing Sales/Distribution): Field Overview

Select field Technical view Other description Field attributes...

Table 956 Sorg/DC/DV/Sold-to/Matl.  
 With validity period  
 with release status

Selected fields	FieldCatlg
Long Key Word	Long Key Word
Sales Organization	Sales Document Type
	Sales Group
	Sales Office
	<b>Sales Organization</b>
	Sales deal
	Sales district
	Sales document
	Sales order history
	Sales org. of order
	Sales unit

In a similar way select fields Distribution Channel, Division, Sold-to Party & Material in that order.

## Create Condition Table (Pricing Sales/Distribution): Field Overview

Table

With validity period  
 with release status

Selected fields	FieldCatlg
Long Key Word	Long Key Word
Sales Organization	Incoterms (part 2)
Distribution Channel	Industry
Division	Internal object no.
Sold-to party	Item (SD)
Material	Item Number
	LST CST appl. code
	Main group
	MatGrHier
	Material
	Material group
	Material group 1

It is important to Check whether fields selected are the correct fields of table where data would be stored. To check this click on

## Create Condition Table (Pricing Sales/Distribution): Technical View

Table

With validity period  
 with release status

Selected fields								
Short Text	Key	Footer fld	Text field	Field Name	Data element	Domain name	No....	Data Typ
Sales Organization	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>	VKORG	VKORG	VKORG	4	C
Distribution Channel	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>	VTWEG	VTWEG	VTWEG	2	C
Division	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>	SPART	SPART	SPART	2	C
Sold-to party	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="radio"/>	KUNAG	KUNAG	KUNNR	10	C
Material	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="radio"/>	MATNR	MATNR	MATNR	18	C

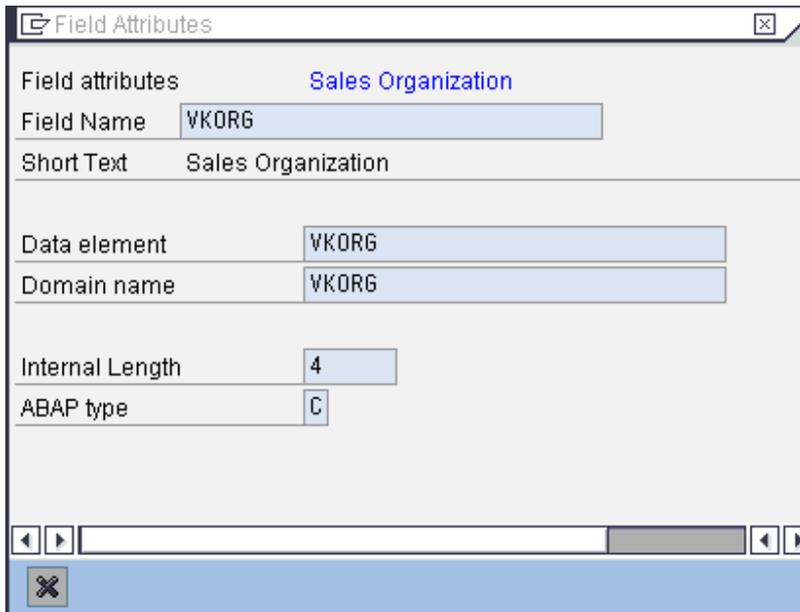
Following fields are available:

Field Name	Field Description and Value
Short text	Displays the description of field selected
Key	<p>This indicates which field is 'Key' field of table, i.e. for the combination of key fields there can be only a single condition record maintained.</p> <p>If some field is not key that can be unchecked here. Also all the key fields are at start of table there cannot be non-key fields between two key fields.</p>
Footer fld.	Indicates which field appears on Fast entry screen while maintaining the condition record
Text Field	Determines if text of field appears on fast screen. Here 'Description' of Material would appear on fast screen
Field Name	Technical field name of field selected in table
Data element	Data element of field which has attributes for that field like data type, field length etc.
Domain	Domain defines the value range for data fields
No of Characters	The number of characters for field
Data Type	Data type of field like character, date etc.

Click  and .

Field attributes of each individual field can be checked by clicking

on .



Field attributes	
Field Name	VKORG
Short Text	Sales Organization
Data element	VKORG
Domain name	VKORG
Internal Length	4
ABAP type	C

On checking of all fields in table, next step is to generate the table.

Click on .

There will be a system prompt whether you want to generate the table click on 'Yes'.

Following pop-up is displayed

Object: R3TR VKOS A956

Attributes:

- Package:
- Person Responsible:
- Original System: EC2
- Original language:

Local Object Lock Overview

Following fields are maintained

Field Name	Field Description and Value
Package	Package is grouped related objects in ABAP workbench, it determines the transport layer. These are maintained by Technical Basis team and package created by them for storing Pricing condition tables needs to be taken and entered here.
Person Responsible	User name of person creating table, is usually copied.

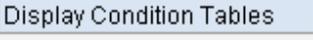
Click on  to generate and save table in a transport.

A log is displayed after table is created.

Here table created is A956

Click  and .

3. Click on  to modify existing condition tables.

4. Click on  to display created condition tables.

### Effect of Configuration

Condition tables are created and ready to be assigned to be assigned to access sequence so as to have pricing condition records stored in them.

## 2.2 Define Access Sequences

### Background

This configuration setting enables creation/modification of Access Sequence, which is a search strategy used by SAP to search for condition records.

It is recommended that system predefined Access Sequence is not modified; the following options are then available.

Copy existing access sequence and change it to new requirements.

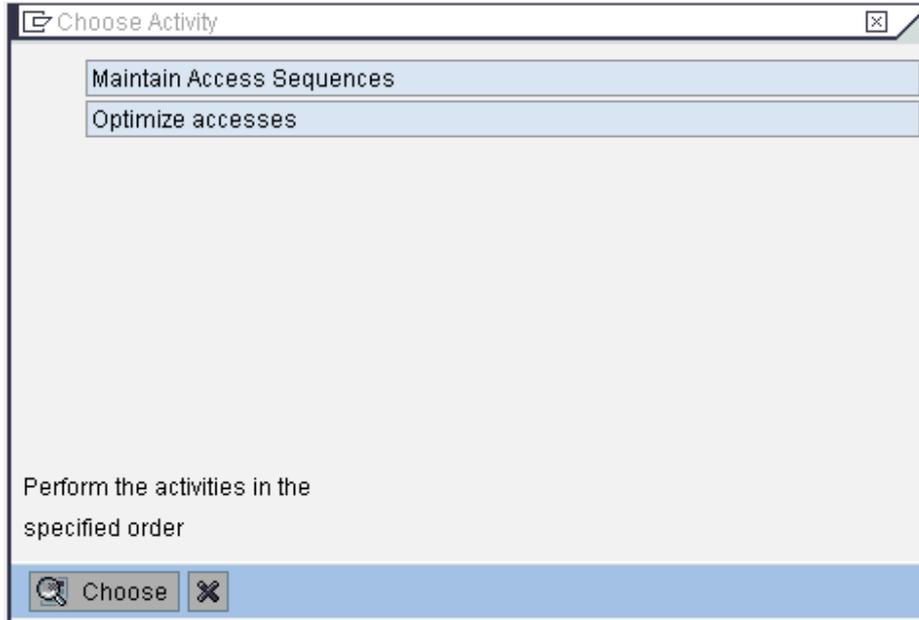
Create a new access sequence; key should start with 'Z' as it is reserved for user requirements.

### Instructions

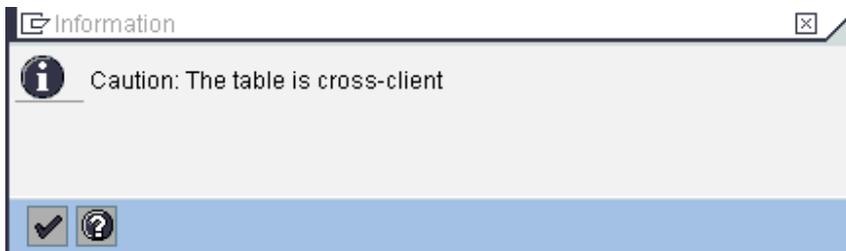
Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control Define Access Sequences

1. Click 

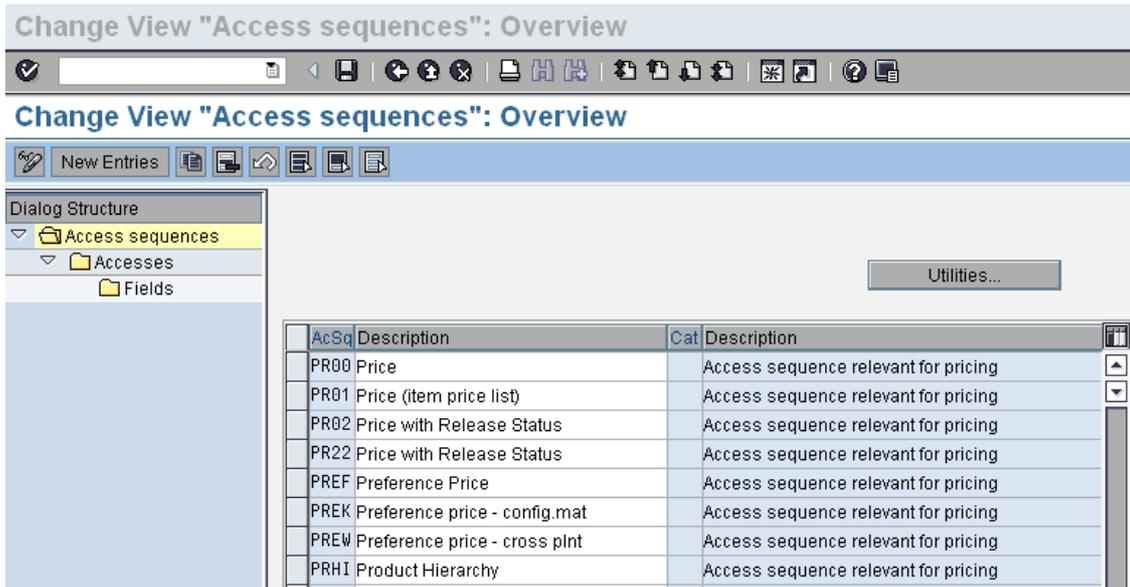
Following pop-up is displayed



Click on **Maintain Access Sequences** and select **Choose**.



Click on **✓**.

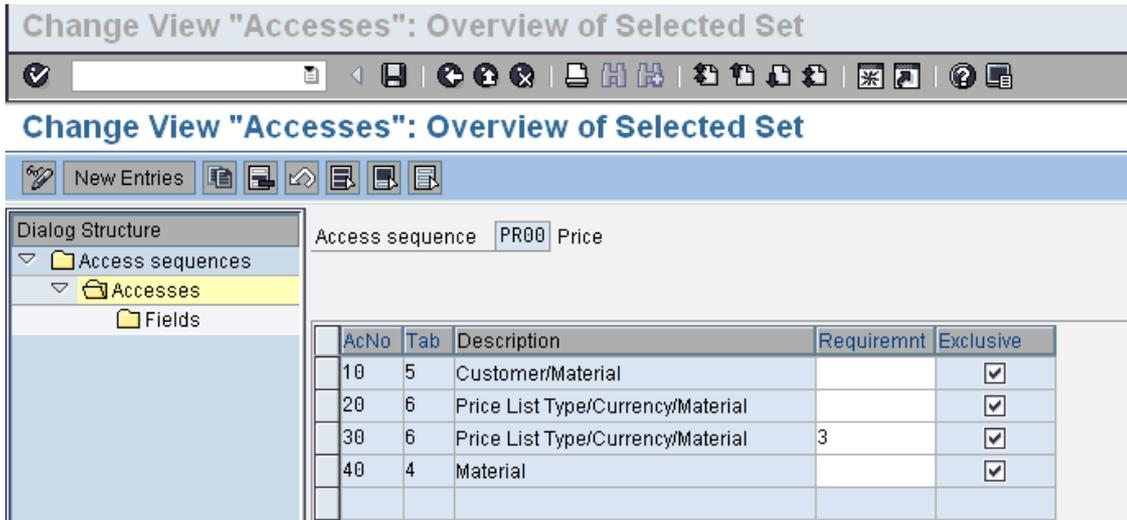


Here the options explained in background are applicable.

- g. If existing Access Sequence is to be modified, choose from list and double click on to get into details
- h. For copying existing Access Sequence to new one select the access sequence to be copied and click on or F6.
- i. For creating a new Access Sequence click on

Here we will follow option 'a' and select order type PR00 and click on . To search for correct Access sequence, click on and enter the key.

Following screen is displayed



2. To add on new accesses click on **New Entries**. Depending on where access is to be maintained access no is selected

Following Fields are maintained

Field Name	Field Description and Value
AcNo.	Indicates number of access within access sequence. Search is based on sequence of this number, here 10 is highest access no.
Tab	Condition table number to be entered here.
Description	Description of table number is displayed.
Requirement	Requirement for a particular access is maintained here. It's an ABAP code. Example '3' here checks for foreign currency document.
Exclusive	Controls whether the system stops searching for a record after the first successful access for a condition type within an access sequence.

3. Next Select each individual access and double click on

 Fields

**Change View "Fields": Overview**

Dialog Structure

- Access sequences
  - Accesses
    - Fields**

Access: PR00 10 Price  
Table: 5 Customer/Material

Condition	WO	Doc.struc.	Doc.field	Long field label	Source of constant	Init	ATyp	Prio
VKORG	◀	KOMK	VKORG	Sales Organization		<input type="checkbox"/>		
VTWEG	◀	KOMK	VTWEG	Distribution Channel		<input type="checkbox"/>		
KUNNR	◀	KOMK	KUNNR	Sold-to party		<input type="checkbox"/>		
MATNR	◀	KOMP	PMATN	Pricing ref.material		<input type="checkbox"/>		

No entries are to be made here, unless a particular field has to be changed here.

This is important for field assignment of particular access.

Click  and .

## Effect of Configuration

Access Sequence is created which has relevant search strategy to search for condition records for a condition type during pricing in sales documents.

## 2.3 Define Condition Types

### Background

This configuration setting enables creation/modification of Condition Types, which represent price elements of business environments in system.

It is recommended that system predefined Condition Types are not modified, the following options are then available.

Copy existing Condition Types and change it to new requirements.

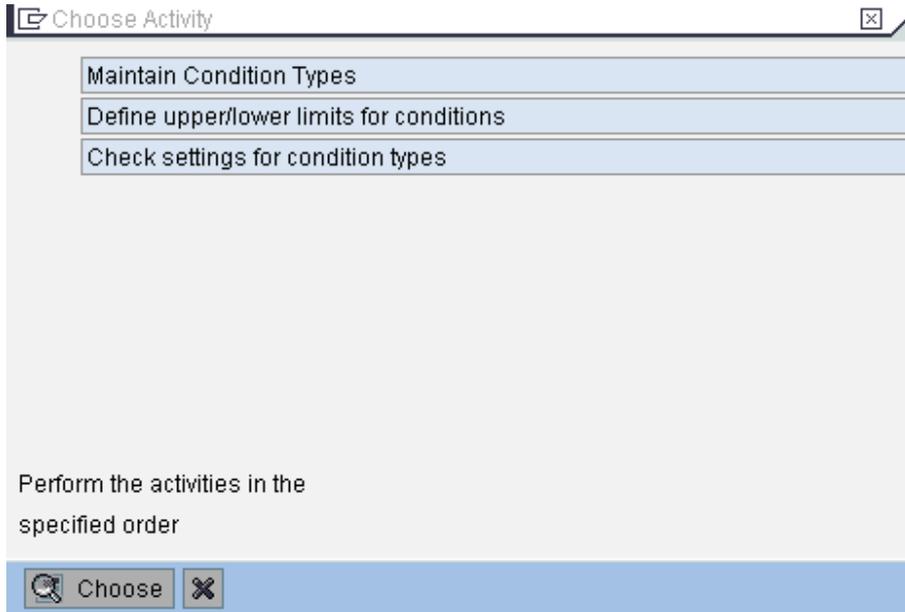
Create a new Condition Type; key should start with 'Z' as it is reserved for user requirements.

### Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control Define Condition Types

1. Click 

Following pop-up is displayed



Click on Maintain Condition Types and select Choose.

Change View "Conditions: Condition Types": Overview

Change View "Conditions: Condition Types": Overview

New Entries

CType	Condition type	Condition class	Calculation type
PR00	Price	Prices	Quantity
PR01	Price incl.Sales Tax	Prices	Quantity
PR02	Price Increased	Prices	Quantity
PR0T	Price for Transfer	Prices	Quantity
PRA0	Promo SP wholesale 1	Prices	Quantity
PRA1	Promo SP wholesale 2	Prices	Quantity
PRCE	Price hari	Prices	Quantity
PREF	Preference	Prices	Quantity
PRRP	Repair Price	Prices	Quantity
PSPM	Margin	Discount or surcharge	Percentage (travel expense)
PSPR	Profit	Discount or surcharge	Percentage
PSVB	Sales price basis	Prices	Quantity
PTAM	American Express	Discount or surcharge	Fixed amount
PTBL	Invoice amount	Discount or surcharge	Fixed amount
PTCH	Payment Type - Check	Discount or surcharge	Fixed amount
PTCS	Payment Type - Cash	Discount or surcharge	Fixed amount
PTDI	Diners Card	Discount or surcharge	Fixed amount
PTEU	Eurocard	Discount or surcharge	Fixed amount
PTMC	Mastercard/Eurocard	Discount or surcharge	Fixed amount
PTVI	VISA Card	Discount or surcharge	Fixed amount
PTVO	Voucher	Discount or surcharge	Fixed amount
R100	100% discount	Discount or surcharge	Percentage
RA00	% Discount from Net	Discount or surcharge	Percentage
RA01	% Disc.from Gross	Discount or surcharge	Percentage

Position... Entry 296 of 494

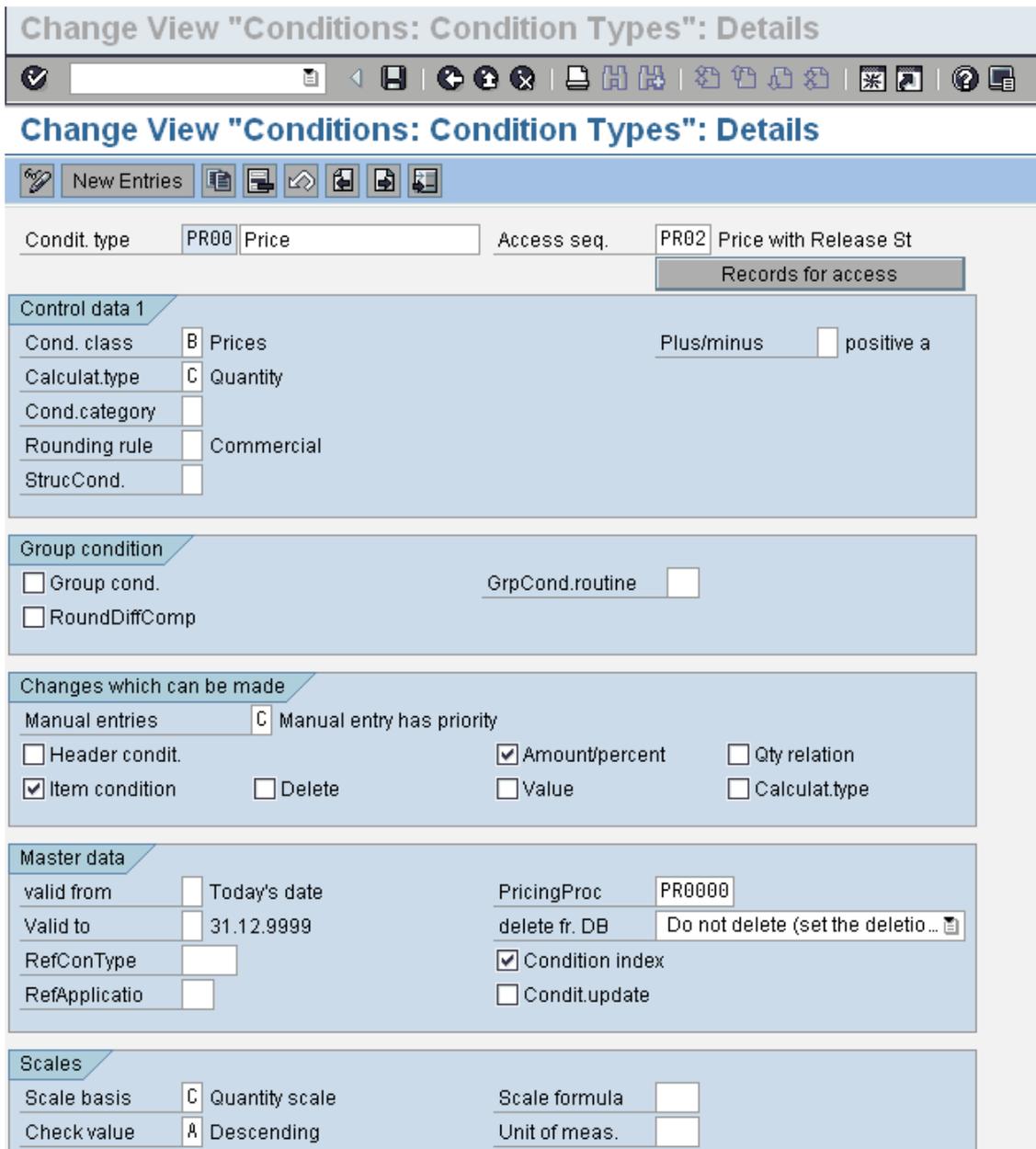
Here the options explained in background are applicable.

- a. If existing Condition Type is to be modified, choose from list and click on  to get into details.
- b. For copying existing Condition Type to new one select the Condition Type to be copied and click on  or F6.

c. For creating a new Condition Type click on 

Here we will follow option 'a' and select Condition Type 'PR00' and click on . To search for correct Condition Type click on  and enter the key.

Following screen is displayed



The screenshot shows the SAP 'Change View Conditions: Condition Types' screen. The title bar reads 'Change View "Conditions: Condition Types": Details'. Below the title bar is a toolbar with various icons. The main area is divided into several sections:

- Control data 1:** Contains fields for 'Condit. type' (PR00), 'Price', 'Access seq.' (PR02), and 'Price with Release St'. There is a 'Records for access' button.
- Control data 1 (continued):** Includes 'Cond. class' (B Prices), 'Plus/minus' (positive a), 'Calculat.type' (C Quantity), 'Cond.category', 'Rounding rule' (Commercial), and 'StrucCond.'.
- Group condition:** Includes 'Group cond.' and 'RoundDiffComp' checkboxes, and 'GrpCond.routine'.
- Changes which can be made:** Includes 'Manual entries' (C Manual entry has priority), 'Header cond.', 'Item condition', 'Delete', 'Amount/percent', 'Value', 'Qty relation', and 'Calculat.type'.
- Master data:** Includes 'valid from' (Today's date), 'Valid to' (31.12.9999), 'RefConType', 'RefApplicatio', 'PricingProc' (PR0000), 'delete fr. DB' (Do not delete (set the deletio...)), 'Condition index', and 'Condit.update'.
- Scales:** Includes 'Scale basis' (C Quantity scale), 'Check value' (A Descending), 'Scale formula', and 'Unit of meas.'.

The screen continues and further controls are observed by scrolling.  
 The controls are grouped in blocks and explanation provided is block-wise.

### Change View "Conditions: Condition Types": Details

The screenshot shows the SAP 'Change View Conditions: Condition Types' details screen. At the top, there is a toolbar with icons for 'New Entries', 'Print', 'Home', 'Back', 'Forward', and 'Refresh'. Below the toolbar, the 'Condit. type' is set to 'PR00' and 'Access seq.' is set to 'PR02'. A 'Records for access' button is visible. The 'Control data 1' section contains the following fields:

- Cond. class: B Prices
- Calculat.type: C Quantity
- Cond.category: [Empty]
- Rounding rule: [Empty] Commercial
- StrucCond.: [Empty]
- Plus/minus: [Empty] positive a

Following fields are maintained:

Field Name	Field Description and Value																								
Condit. Type	4 character key identifying Condition type																								
Access seq.	Access sequence defined earlier is assigned here.																								
Cond. Class	Preliminary structuring of condition types, <table border="1"> <thead> <tr> <th>Condition class</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Discount or surcharge</td> </tr> <tr> <td>B</td> <td>Prices</td> </tr> <tr> <td>C</td> <td>Expense reimbursement</td> </tr> <tr> <td>D</td> <td>Taxes</td> </tr> <tr> <td>E</td> <td>Extra pay</td> </tr> <tr> <td>F</td> <td>Fees or differential (only IS-OIL)</td> </tr> <tr> <td>G</td> <td>Tax Classification</td> </tr> <tr> <td>H</td> <td>Determining sales deal</td> </tr> <tr> <td>Q</td> <td>Totals record for fees (only IS-OIL)</td> </tr> <tr> <td>U</td> <td>Usage UBB (CRM Only)</td> </tr> <tr> <td>W</td> <td>Wage Withholding Tax</td> </tr> </tbody> </table>	Condition class	Short text	A	Discount or surcharge	B	Prices	C	Expense reimbursement	D	Taxes	E	Extra pay	F	Fees or differential (only IS-OIL)	G	Tax Classification	H	Determining sales deal	Q	Totals record for fees (only IS-OIL)	U	Usage UBB (CRM Only)	W	Wage Withholding Tax
Condition class	Short text																								
A	Discount or surcharge																								
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G	Tax Classification																								
H	Determining sales deal																								
Q	Totals record for fees (only IS-OIL)																								
U	Usage UBB (CRM Only)																								
W	Wage Withholding Tax																								
Plus/minus	Controls whether condition results in a																								

	<p>amount which is positive, negative or both amounts are possible.</p> <table border="1"> <thead> <tr> <th>Plus/minus</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td></td> <td>positive and negative</td> </tr> <tr> <td>X</td> <td>Negative</td> </tr> <tr> <td>A</td> <td>Positive</td> </tr> </tbody> </table>	Plus/minus	Short text		positive and negative	X	Negative	A	Positive
Plus/minus	Short text								
	positive and negative								
X	Negative								
A	Positive								
Calculat. Type	Determines how system calculates prices, discounts in condition, like a fixed amount or percentage based on weight, volume etc. Many options are provided in system.								
Cond. Category	Classification of conditions based on predefined categories like Freight, Cost etc.								
Rounding Rule	<p>Rule that specifies how system rounds off condition values during pricing.</p> <table border="1"> <thead> <tr> <th>Rounding rule</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td></td> <td>Commercial</td> </tr> <tr> <td>A</td> <td>Round up</td> </tr> <tr> <td>B</td> <td>Round down</td> </tr> </tbody> </table>	Rounding rule	Short text		Commercial	A	Round up	B	Round down
Rounding rule	Short text								
	Commercial								
A	Round up								
B	Round down								
StrucCond.	Used in BOM items for duplication or cumulation of conditions.								

<b>Group condition</b>		
<input type="checkbox"/> Group cond.	<input type="checkbox"/> GrpCond.routine	
<input type="checkbox"/> RoundDiffComp		
<b>Changes which can be made</b>		
Manual entries <input type="checkbox"/> C	Manual entry has priority	
<input type="checkbox"/> Header condit.	<input checked="" type="checkbox"/> Amount/percent	<input type="checkbox"/> Qty relation
<input checked="" type="checkbox"/> Item condition	<input type="checkbox"/> Delete	<input type="checkbox"/> Value
		<input type="checkbox"/> Calculat.type

Following fields are maintained:

Field Name	Field Description and Value												
Group cond.	Mark field if it's a group condition type												
GrpCond. Routine	ABAP routine that can be used to identify scale basis in case of group conditions												
RoundDiffComp	On indicator being set, system compares the condition value at header level with the total of the condition values at item level. The difference is then added to the largest item												
Manual Entries	<p>Indicator which controls the priority within a condition type between a condition entered manually and a condition automatically determined by the system</p> <table border="1"> <thead> <tr> <th>Manual entries</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td></td> <td>No limitations</td> </tr> <tr> <td>A</td> <td>Free</td> </tr> <tr> <td>B</td> <td>Automatic entry has priority</td> </tr> <tr> <td>C</td> <td>Manual entry has priority</td> </tr> <tr> <td>D</td> <td>Not possible to process manually</td> </tr> </tbody> </table>	Manual entries	Short text		No limitations	A	Free	B	Automatic entry has priority	C	Manual entry has priority	D	Not possible to process manually
Manual entries	Short text												
	No limitations												
A	Free												
B	Automatic entry has priority												
C	Manual entry has priority												
D	Not possible to process manually												
Header Condit.	Mark this if Condition type is Header condition												
Item Condition	Mark this if Condition type is Item condition												
Delete	Indicates if condition can be deleted from document												
Amount/Percent	Specifies if amount or percent can be changed in document for condition.												
Value	Specifies if value of condition type can be changed in document.												
Qty relation	Specifies if conversion factors can be changed.												

Calculat. Type	Specifies if calculation type of condition type can be changed in document.
----------------	---

<b>Master data</b>	
valid from <input type="checkbox"/> Today's date	PricingProc <input type="text" value="PR0000"/>
Valid to <input type="checkbox"/> 31.12.9999	delete fr. DB <input type="text" value="Do not delete (set the deletio..."/>
RefConType <input type="text"/>	<input checked="" type="checkbox"/> Condition index
RefApplicatio <input type="text"/>	<input type="checkbox"/> Condit.update
<b>Scales</b>	
Scale basis <input type="text" value="C"/> Quantity scale	Scale formula <input type="text"/>
Check value <input type="text" value="A"/> Descending	Unit of meas. <input type="text"/>
Scale type <input type="checkbox"/> can be maintained in con	

Following fields are maintained:

Field Name	Field Description and Value
Valid from	Proposed validity start date
Valid to	Proposed validity end date
RefConType	Condition types which can be used as reference so that records can be maintained only once.
RefApplicatio	Reference application from other applications
Pricing Proc	Predefined pricing procedure is entered here for allowing condition supplements
Delete fr. DB	Allows deletion of condition record from database
Condition index	Specifies whether system updates one or more condition index when maintaining records.

Condit. Update	Limit values relevant for condition record.
Scale Basis	Determines how system interprets scale while calculating, eg Weight or Quantity scale.
Check Value	Indicates whether scale values are maintained in ascending or descending order
Scale Type	Validity of scale value is set here, like Base-scale or To-scale
Scale formula	Routine can be assigned here for calculation of scale
Unit of meas	Unit of measure used by system to determine scales, proposed while maintaining records.

<b>Control data 2</b>	
<input type="checkbox"/> Currency conv.	Exclusion <input type="checkbox"/>
<input type="checkbox"/> Accruals	Pricing date <input type="checkbox"/> Standard (KOMK-PRSDT; ta
<input type="checkbox"/> Inv.list cond.	<input type="checkbox"/> Variant cond.
<input type="checkbox"/> Int-comBillCond	<input type="checkbox"/> Qty conversion
<input type="checkbox"/> ServiceChgeSe	Rel.Acc.Assig <input type="checkbox"/> Relevant for account ass
<b>Text determination</b>	
TextDetPrc <input type="text"/>	Text ID <input type="text"/>

Following important fields are maintained:

Field Name	Field Description and Value
Currency conv.	Currency varies from document currency, set here.
Accruals	Amount posted as accruals for this condition

	type
Variant cond.	Mark if condition is used in variant pricing
Qty conversion	Quantity conversion is allowed in condition
Exclusion	If system excludes discounts proposed in pricing
Pricing date	Default Pricing date in system
Rel. Acc. Assig	Controls account assignment for condition type

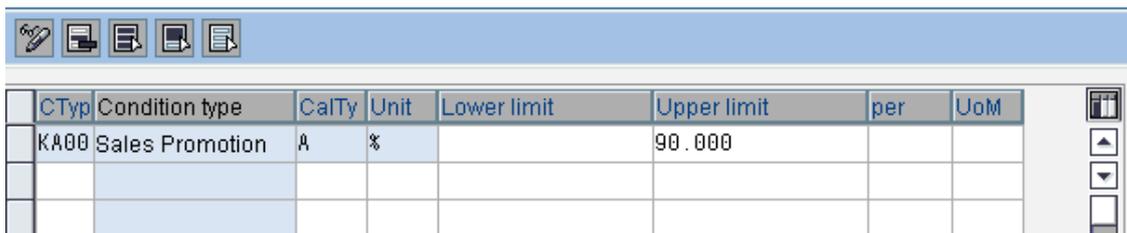
Click  and .

2. Click on  and click .

Here entries are maintained if upper or lower limits for condition types need to be maintained, especially for Discount condition types.

Click on .

### New Entries: Overview of Added Entries



	CTyp	Condition type	CalTy	Unit	Lower limit	Upper limit	per	UoM
	KA00	Sales Promotion	A	%		90.000		

Following fields are maintained

Field Name	Field Description and Value
CType	Condition type to be entered here

Condition type	Description of condition type gets copied.
CalTy	Calculation type, if percentage or fixed amount.
Unit	Unit of condition record
Lower limit	Enter lower limit if required for condition
Upper limit	Enter upper limit if required for condition.

Click  and .

### Effect of Configuration

Condition Types for price elements are created to be used in pricing procedure and maintaining of condition records.

## 2.4 Condition Exclusion for Groups of Conditions

### Background

In this configuration condition exclusion can be setup for pricing in a document item so as to have best condition record selected. Example: Condition exclusion can be setup for determining best price for customer and exclude other condition records maintained.

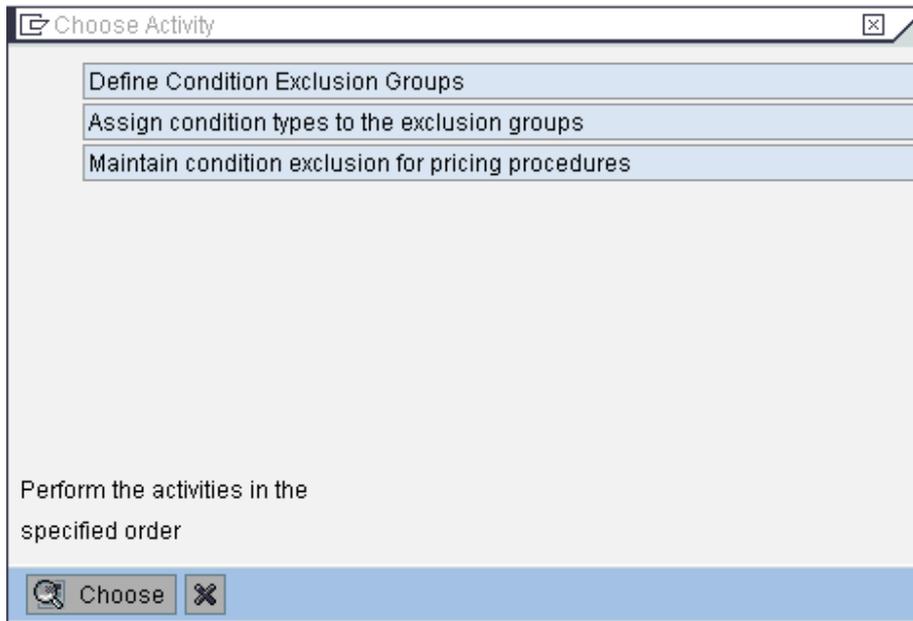
This is one of special pricing functions provided in system

### Instructions

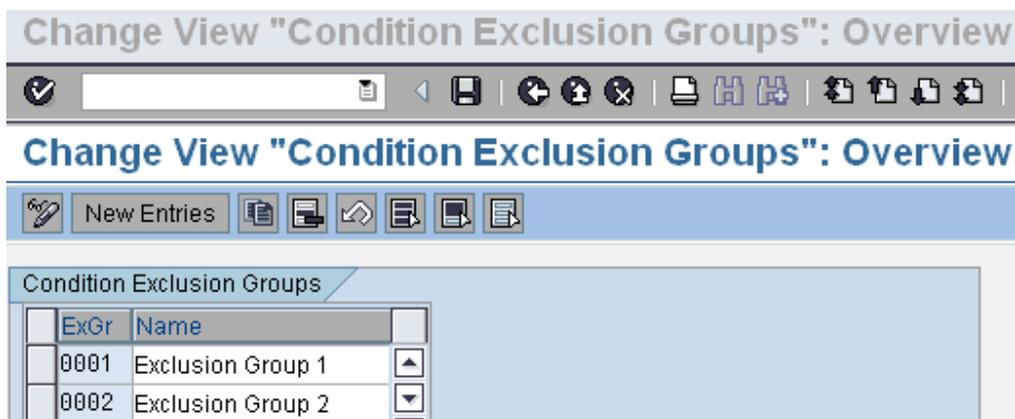
Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Condition Exclusion Condition Exclusion for Groups of Conditions

1. Click 

Following pop-up is displayed



Click on **Define Condition Exclusion Groups** and click on **Choose**.



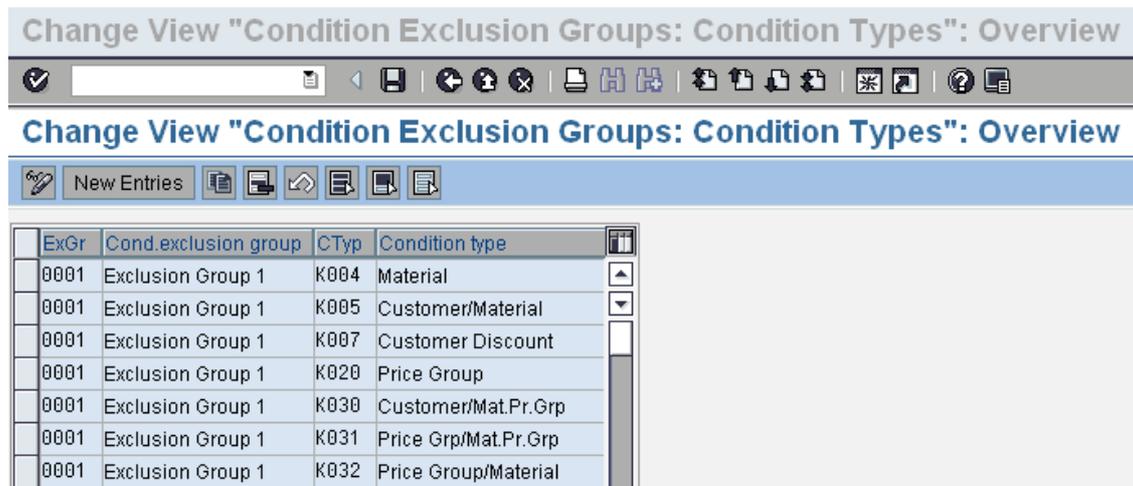
Exclusion Groups are defined here. For creating new click on **New Entries**.

Maintain 4-character key for exclusion group and description.

Click  and .

2. Click on **Assign condition types to the exclusion groups** and click on **Choose**

Here the Condition types are assigned to condition group. Following Discount condition types are assigned to exclusion group '0001'.



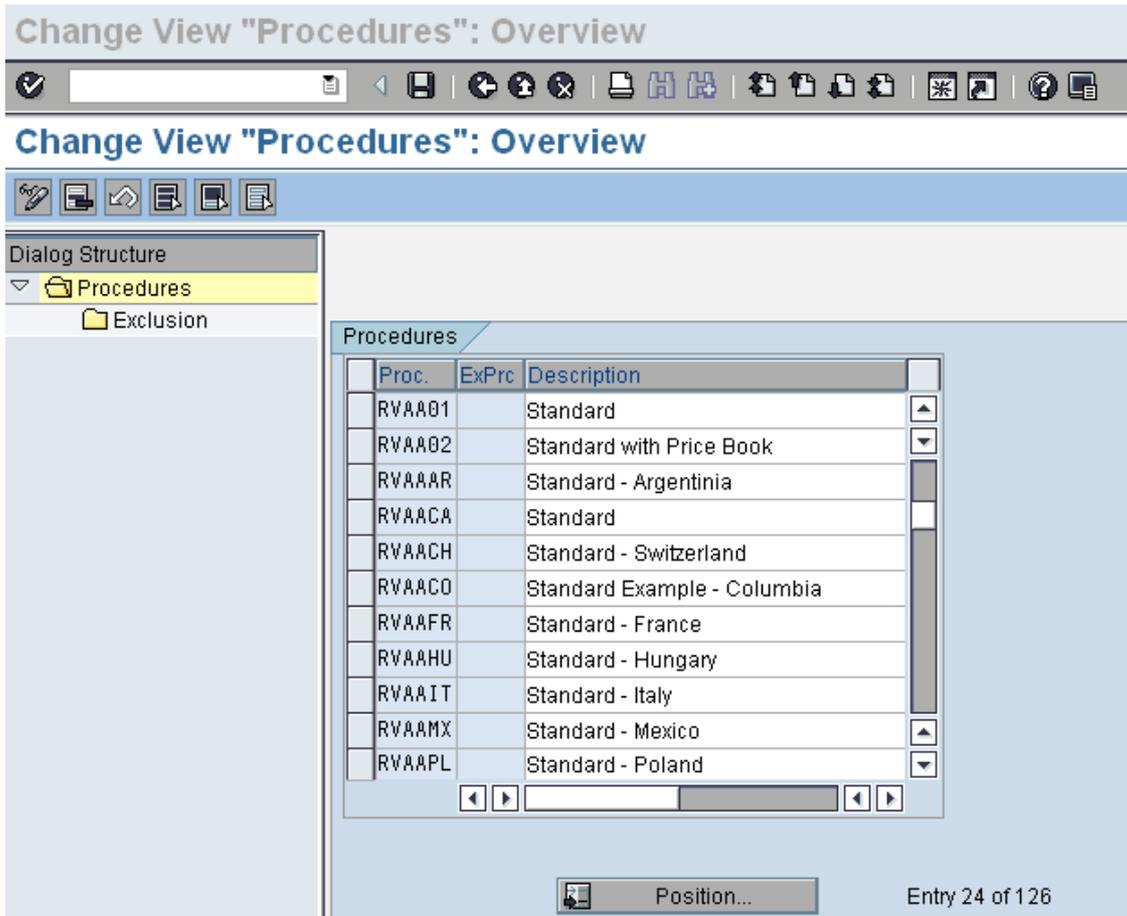
ExGr	Cond.exclusion group	CType	Condition type
0001	Exclusion Group 1	K004	Material
0001	Exclusion Group 1	K005	Customer/Material
0001	Exclusion Group 1	K007	Customer Discount
0001	Exclusion Group 1	K020	Price Group
0001	Exclusion Group 1	K030	Customer/Mat.Pr.Grp
0001	Exclusion Group 1	K031	Price Grp/Mat.Pr.Grp
0001	Exclusion Group 1	K032	Price Group/Material

For maintaining new entries click on **New Entries**, enter the Exclusion Group and Condition Types.

Click  and .

3. Click on **Maintain condition exclusion for pricing procedures** and click on **Choose**

Here select the Pricing procedure in which the exclusion needs to be setup.



Select the Pricing Procedure 'RVAA01' and double click on Exclusion .



Following fields are maintained

Field Name	Field Description and Value														
SNo.	Step Number is entered here for exclusion.														
Cpr	<p>Condition Exclusion procedure is maintained here, following options are predefined in system</p> <table border="1"> <thead> <tr> <th>ConditExclusionProc.</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Best condition between condition types</td> </tr> <tr> <td>B</td> <td>Best condition within the condition type</td> </tr> <tr> <td>C</td> <td>Best condition between the two exclusion groups</td> </tr> <tr> <td>D</td> <td>Exclusive</td> </tr> <tr> <td>E</td> <td>Least favorable within the condition type</td> </tr> <tr> <td>F</td> <td>Least favorable between the two exclusion groups</td> </tr> </tbody> </table> <p>Select 'A' for determining best condition among condition types, for best price among condition records select 'B' and so on.</p> <p>Here we select 'A'.</p>	ConditExclusionProc.	Short text	A	Best condition between condition types	B	Best condition within the condition type	C	Best condition between the two exclusion groups	D	Exclusive	E	Least favorable within the condition type	F	Least favorable between the two exclusion groups
ConditExclusionProc.	Short text														
A	Best condition between condition types														
B	Best condition within the condition type														
C	Best condition between the two exclusion groups														
D	Exclusive														
E	Least favorable within the condition type														
F	Least favorable between the two exclusion groups														
ExGr1	Enter the Exclusion Group 1.														
Group 1	Description of exclusion group 1														
ExGr2	Enter Exclusion Group 2 for cases where exclusion procedure C, D or F is used.														
Group 2	Description of exclusion group 1														

Click  and .

## 2.5 Define Tax condition type

### Background

Taxes as applicable in a country as per material and customer can be configured using pricing condition types for the relevant taxes.

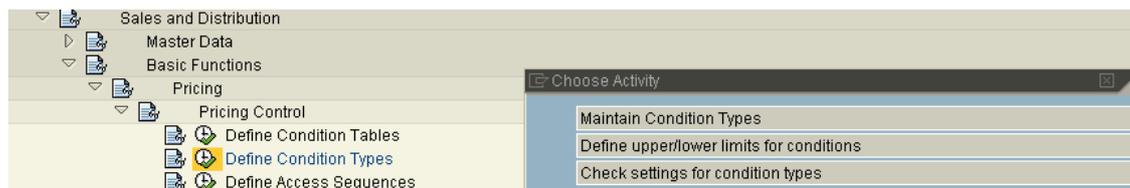
Tax rates can be maintained by integration with FI. Departure and destination can also be used in configuring taxes.

Specific requirements of local taxes with tax jurisdiction can be mapped by allowing interface with external tax systems like Vertex.

### Instructions

Follow Menu Path: IMG Sales and Distribution Basic Functions Pricing Pricing Control

Taxes are defined as condition types in pricing



Double click on “Maintain Condition Types”

Example – Tax determination for US sales documents with tax jurisdiction

Country – United States

Tax condition type – UTXJ, XR1 to XR6

UTXJ is statistical tax type to pass jurisdiction data to external system.

XR1 to XR6 are defined to receive tax rates for local taxes.

On the screen displayed, search condition type UTXJ.

**Change View "Conditions: Condition Types": Details**

New Entries      

Condit. type  Tax Jurisdict.Code  Access seq.  State Tax USA (PST CN

Control data 1

Cond. class	<input type="text" value="D"/> Taxes	Plus/minus	<input type="text" value=""/> positive a
Calculat.type	<input type="text" value="A"/> Percentage		
Cond.category	<input type="text" value="1"/> Tax JurDic level 1 (with license check		
Rounding rule	<input type="text" value=""/> Commercial		
StrucCond.	<input type="text" value=""/>		

Group condition

<input type="checkbox"/> Group cond.	GrpCond.routine	<input type="text" value=""/>
<input type="checkbox"/> RoundDiffComp		

Changes which can be made

Manual entries	<input type="text" value="D"/> Not possible to process manually		
<input type="checkbox"/> Header condit.	<input type="checkbox"/> Amount/percent	<input type="checkbox"/> Qty relation	
<input checked="" type="checkbox"/> Item condition	<input type="checkbox"/> Delete	<input type="checkbox"/> Value	

Select condition type XR1

Let us understand how tax condition types are configured for determination in sales documents.

## 2.6 Define Tax determination rules

### Background

Let us understand how tax condition types are configured for determination in sales documents.

### Instructions



Click on “Define Tax determination rules”

## Change View "Taxes: Tax Categories by Country": Overview

New Entries

Tax count.	Name	Seq.	Tax categ.	Name
AR	Argentina	1	J1AU	VAT
AT	Austria	1	MWST	Output Tax
AU	Australia	1	ATX1	Output Tax
BE	Belgium	1	MWST	Output Tax
BR	Brazil	1	IBRX	
CA	Canada	1	CTX1	GST (Canada)
CA	Canada	2	CTX2	PST (Canada)
CA	Canada	3	CTX3	PST-Que & Mar(Base+)
CH	Switzerland	1	MWST	Output Tax
CN	China	1	MWST	Output Tax
CZ	Tschechien	1	MWST	Output Tax
DE	Germany	1	MWST	Output Tax
DK	Denmark	1	MWST	Output Tax
ES	Spain	1	MWST	Output Tax
FI	Finland	1	MWST	Output Tax
FR	France	1	MWST	Output Tax

Position... Entry 1 of 29

Click on



Enter

Another entry

Tax country	US
Tax sequence	

✓ ✗

### Change View "Taxes: Tax Categories by Country": 0

	New Entries						
Tax count.	Name	Seq.	Tax categ.	Name			
US	United States	1	UTXJ	Tax Jurisdict.Code			

## **3. Partner determination and control**

### **3.1 Define Status group for incompleteness**

#### **Background**

Incompletion Log is a key tool in ensuring all correct data is maintained in sales documents. Let us study how to setup configuration for Incompletion Log.

#### **Scenario**

Incompletion will be setup for Sales Header for Standard Order 'OR'. As this is already available in system we will study the controls

#### **Instructions**

Follow the Menu path: IMG Sales and Distribution Basic Functions Log of Incomplete items Define Status Groups

Click 

Change View "Incompletion Control: Status Groups": Overview

Change View "Incompletion Control: Status Groups": Overview

New Entries

Incompletion Control: Status Groups

Status gr.	General	Delivery	Billing doc.	Price	Goods movement	Picking/putaway	Pack
00	<input type="checkbox"/>						
01	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
02	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
03	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
04	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
05	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
06	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
16	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
30	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
32	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
58	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D2	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D8	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
G1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
G2	<input checked="" type="checkbox"/>						
GT	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Position... Entry 1 of 17

Here we define Status Groups.

Status Group – These are grouping of various kinds of status, and can consist of combination of general, delivery, billing and pricing status. Status groups are assigned to individual data fields, which need to be checked, and the reaction after check is defined here.

A lot of status groups are provided in system. These can be used or new created as per specific requirements.

For maintaining a new status group, click on New Entries

Following fields are maintained:

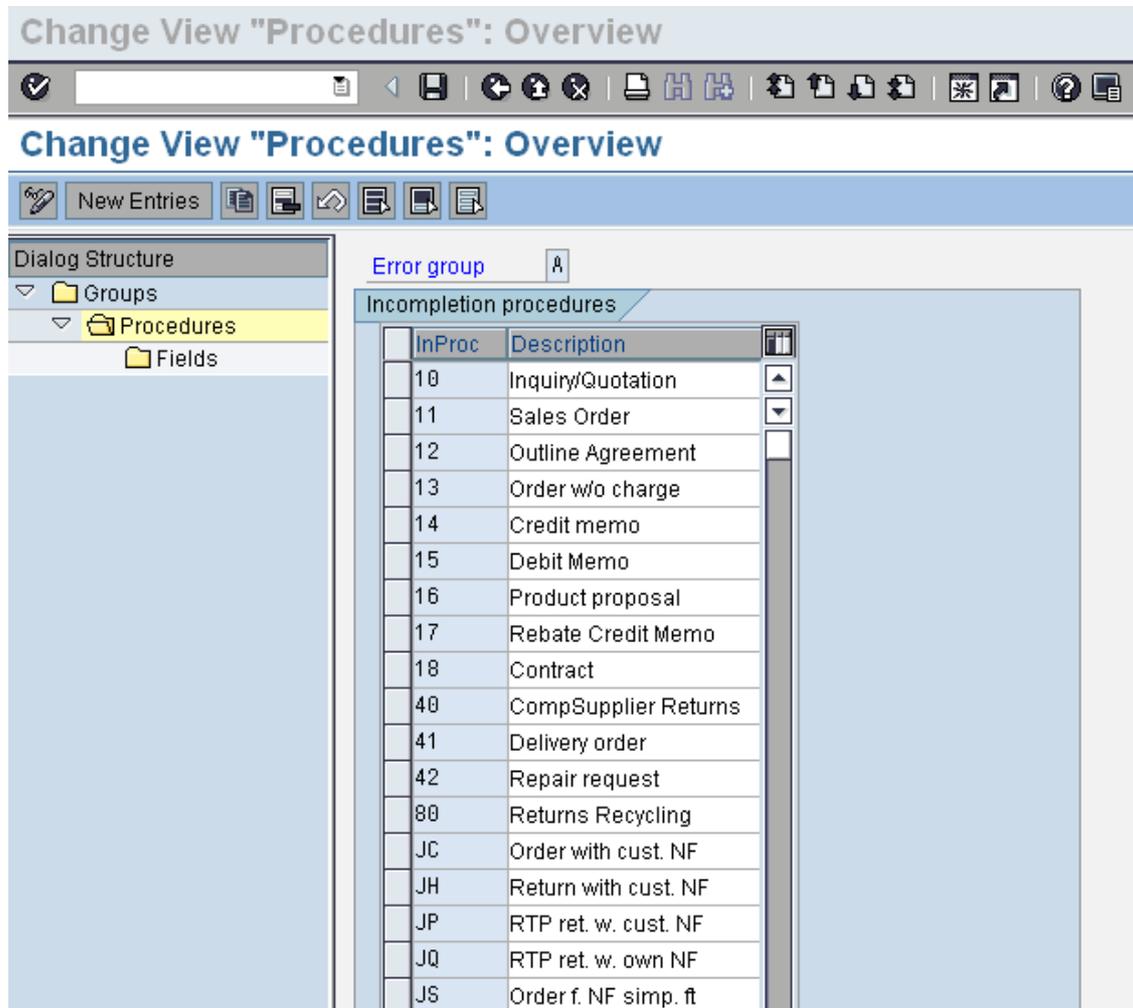
Field Name	Field Description and Value
Status Gr.	2 character key for status group
General	If this check box is marked system checks for General information at Sales document Header and item level and marks item complete / incomplete. General info can include 'Purchase Order No' etc.
Delivery	If this check box is marked system determines status of delivery information by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for delivery creation. Example field 'Shipping Point' is not filled in delivery could not be created.
Billing Doc.	If this check box is marked system determines status of billing information by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for billing creation. Example field 'Terms of Payment is not filled in billing doc. could not be created
Price	If this check box is marked system determines status of pricing by checking status of fields that are assigned to this group. If some data is missing it would issue message on status for pricing is incomplete.
Goods movement	If this check box is marked system determines status for goods movement by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery.

Picking / putaway	If this check box is marked system determines status for picking by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery
Pack	If this check box is marked system determines status for packing by checking status of fields that are assigned to this group. This is relevant for shipping documents like delivery

Click  and back.



Select group 'A – Sales - Header' and double click on 



Various Procedures are predefined in system for various kinds of Sales documents. There are three options for configuring incomplete procedure

Change existing incomplete procedure

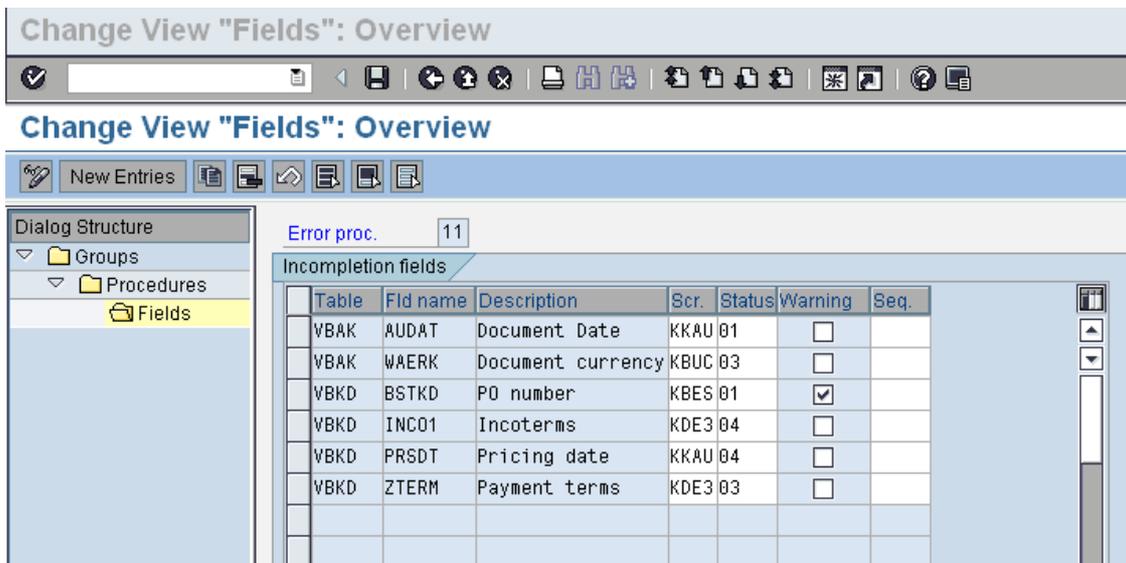
Copy existing procedure and change it to new requirements.

Create a new incomplete procedure.

Here the three options explained in background are applicable.

- j. If existing Incompletion procedure is to be modified, choose the procedure from list and click on  Fields to get into details
- k. For copying existing procedure to new one select one to be copied and click on  or F6.
- l. For creating a new incompletion procedure type click on 

Here we will follow option 'a' and select procedure 11 and double click on  Fields .



Following fields are maintained

Field Name	Field Description and Value
Table	The ABAP table name in which field is stored
Fld Name	Field name in which data is stored in the table which has to be checked for incompletion
Description	Description of field would appear on entry of field

<b>Scr.</b>	Screen name where field exists in sales document and where user has to be taken for entering data for completion
<b>Status</b>	Status group is assigned here for the reaction of system on incompleteness and areas to check.
<b>Warning</b>	Warning check issues a message for fields during sales order processing
<b>Seq.</b>	Sequence can be maintained here if required for system to check the fields in that order.

Click  and back.

## **4. ATP through shipping**

### **4.1 Availability in Sales order**

#### **Background**

Let us now study how to setup Availability check in Sales and Distribution. This configuration guide will explain step-by-step process for setting up availability check in business scenario.

#### **Scenario**

Availability check will be setup for Daily requirements in a Sales order.

#### **Instructions**

1. Follow the Menu path:

IMG Sales and Distribution Basic Functions  
Availability Check and Transfer of Requirements  
Availability Check with ATP Logic or Against Planning  
Define Checking Groups

Click 

Av	Description	TotalSales	TotDivReqs	Block QtRq	No check	Accumul.	Response	RelChkPlan
01	Daily requirements	B	B	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
02	Individual reqmt	A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
03	Repl Lead-time	A	A	<input type="checkbox"/>	<input type="checkbox"/>			
04	Current stock			<input type="checkbox"/>	<input type="checkbox"/>			
A2	IndReq CMDS En...	A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
CB		A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
CC		A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>	1		
CH	Batches	A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
CP		A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
DR				<input type="checkbox"/>	<input type="checkbox"/>			
KP	No check	A	A	<input type="checkbox"/>	<input checked="" type="checkbox"/>			
ML	Individual reqmt	A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
PI	InC (Individual)	A	A	<input checked="" type="checkbox"/>	<input type="checkbox"/>			
SM	Individual reqmt	A	A	<input type="checkbox"/>	<input type="checkbox"/>	1		

For maintaining a new checking group, click on **New Entries**

Here let us study checking group '01 – Daily requirements.

Following fields are maintained:

Field Name	Field Description and Value
Checking Group for Availability Check	2 character key code for checking group.
Description	Description of checking group
Total Sales Order requirements	Specifies the kind of requirements that the system automatically generates during sales order processing. Individual requirements or collective requirements are specified here as follows

	<table border="1"> <thead> <tr> <th>Total sales req...</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Single records</td> </tr> <tr> <td>B</td> <td>Totals records per day</td> </tr> <tr> <td>C</td> <td>Totals records per week, reqs date on Monday of current week</td> </tr> <tr> <td>D</td> <td>Totals records per week, reqs date on Monday of fol. week</td> </tr> </tbody> </table>	Total sales req...	Short text	A	Single records	B	Totals records per day	C	Totals records per week, reqs date on Monday of current week	D	Totals records per week, reqs date on Monday of fol. week
Total sales req...	Short text										
A	Single records										
B	Totals records per day										
C	Totals records per week, reqs date on Monday of current week										
D	Totals records per week, reqs date on Monday of fol. week										
Total delivery requirements	Similar like sales but at delivery level										
Block QtRq.	Blocks material for other users when availability check is being run on that material.										
No check	This indicator can switch off Availability check if checking group is used for the material.										
Accumul.	<p>Availability check with cumulative confirmed quantities. Following options are available</p> <table border="1"> <thead> <tr> <th>Accumulation</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>0</td> <td>No cumulation</td> </tr> <tr> <td>1</td> <td>Cumulation of confirmed quantity when created and changed</td> </tr> <tr> <td>2</td> <td>Required quantity when created, no cumulation when changed</td> </tr> <tr> <td>3</td> <td>Required quantity when created, conf. qty when changed</td> </tr> </tbody> </table> <p>Normally 'no cumulation' option is used.</p>	Accumulation	Short text	0	No cumulation	1	Cumulation of confirmed quantity when created and changed	2	Required quantity when created, no cumulation when changed	3	Required quantity when created, conf. qty when changed
Accumulation	Short text										
0	No cumulation										
1	Cumulation of confirmed quantity when created and changed										
2	Required quantity when created, no cumulation when changed										
3	Required quantity when created, conf. qty when changed										
Response	Response to shortfall, whether there should be any information output or not. Normally blank										
RelChkPlan	Indicator for relevance for check against planning										

Click  and back.

## 4.2 Define Scheduling by Sales Document Type

### Background

This configuration setting enables to define scheduling by sales document type.

Activate Delivery and Transportation scheduling for the sales document type.

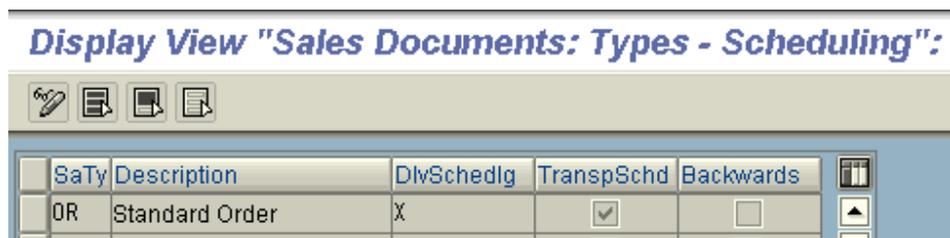
Example – It can be deactivated for order type RE for return order, which is created to get the material back from the customer.

### Instructions

Menu path: Sales and Distribution    Basic functions  
    Delivery scheduling and Transportation scheduling  
    Define scheduling by sales document type

Click 

**Display View "Sales Documents: Types - Scheduling":**



SaTy	Description	DlvSchedlg	TranspSched	Backwards
OR	Standard Order	X	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## 5. Billing and Material Determination

### 5.1 Define blocking reason for billing

#### Background

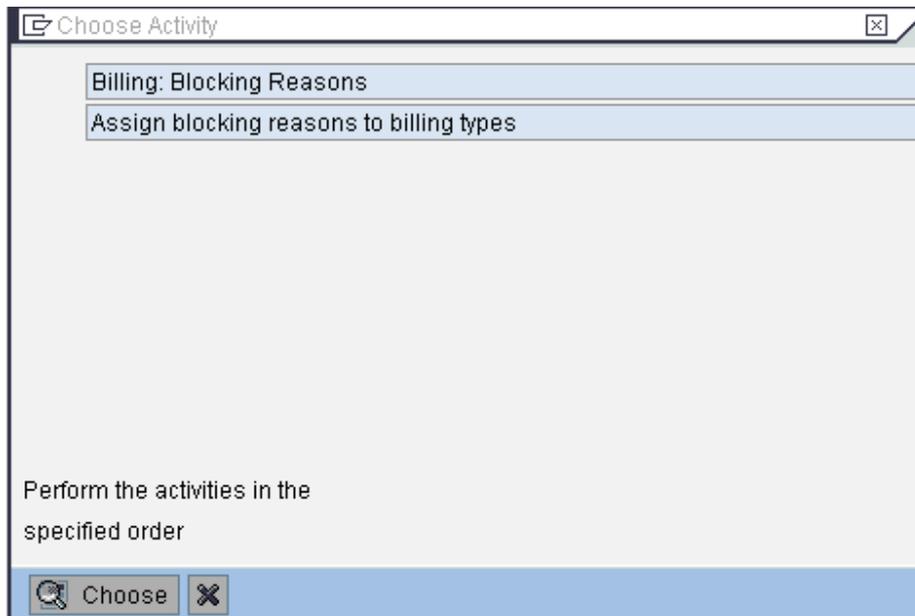
This configuration enables definition of Reasons for blocking of billing documents. These reasons can be used to block billing creation for customer.

#### Instructions

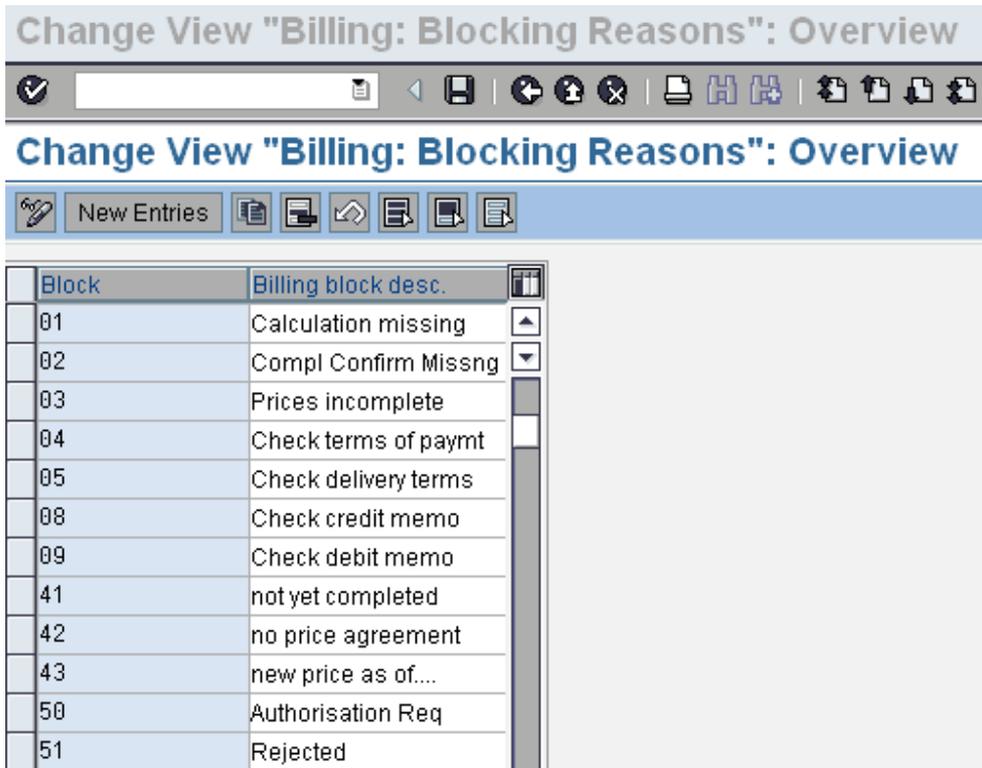
Follow Menu Path: IMG Sales and Distribution Billing  
Define Blocking Reason for Billing

1. Click 

Following pop-up is displayed



Click on  and click 



Click on **New Entries** for maintaining new one's. and then click 

Following fields are maintained

Field Name	Field Description and Value
Block	2 character key for billing block
Description	Description of billing block

Click  and .

2. Click on **Assign blocking reasons to billing types** and click  **Choose**

Change View "Billing: Blocking Reasons": Overview

Change View "Billing: Blocking Reasons": Overview

New Entries

Block	Block	Bill. Type	Billing Type
01	Calculation missing	F1	Invoice (F1)
01	Calculation missing	F2	Invoice
01	Calculation missing	F5	Pro Forma for Order
01	Calculation missing	F8	Pro Forma Inv f Dlv
01	Calculation missing	F9	Invoice (ALE)
01	Calculation missing	YFA	Invoice
01	Calculation missing	ZF01	Trade Fair01-Invoice
01	Calculation missing	ZF02	Trade Fair02-Invoice
01	Calculation missing	ZF03	Trade Fair03-Invoice
01	Calculation missing	ZF04	Trade Fair04-Invoice
01	Calculation missing	ZF05	Trade Fair05-Invoice
01	Calculation missing	ZF06	Trade Fair06-Invoice
01	Calculation missing	ZF07	Trade Fair07-Invoice
01	Calculation missing	ZF08	Trade Fair08-Invoice
01	Calculation missing	ZF09	Trade Fair09-Invoice
01	Calculation missing	ZF10	Trade Fair10-Invoice

Position... Entry 2 of 321

Click on **New Entries** for maintaining new one's. and then click 

### Effect of Configuration

Billing block reasons are defined and assigned to Billing types.

## 5.2 Assign Invoice List Type to Billing Type

### Background

Invoice List type is also a Billing type and is created in Billing type creation configuration menu. Here for Invoice Lists to be created they need to be assigned to billing types. This configuration is provided for this purpose.

### Instructions

Follow Menu Path: IMG    Sales and Distribution    Billing  
    Invoice Lists    Assign Invoice List Type To Each Billing  
Type

1. Click 

Change View "Billing: Document Types - Invoice List Type": Overview

Change View "Billing: Document Types - Invoice List Type": Overview

Bill. Type	Billing Type	InvListTyp	Invoice list type
F2	Invoice	LR	Invoice list
F2B	Nota fiscal	LR	Invoice list
F5	Pro Forma for Order		
F8	Pro Forma Inv f Div		
F9	Invoice (ALE)	LR	Invoice list
FA	Advance invoice BR	LR	Invoice list
FAR	Fut. dely invoice BR	LR	Invoice list
FAS	Canc. down pymnt req.	LR	Invoice list
FAZ	Down payment request	LR	Invoice list
FC	NF cons. withdrawal	LR	Invoice list
FCR	NF cons. fill-up	LR	Invoice list
FL	Proforma for LB		
FP	Billing POS-Interfce	LR	Invoice list
FR	Invoice Repair	LR	Invoice list
FS	Invoice Service/Rent	LR	Invoice list
FST	NF for goods receipt	LR	Invoice list

Position... Entry 28 of 115

Billing types are available here. The Invoice List type is assigned to billing types.

Click  and .

### Effect of Configuration

Invoice Lists can be created in system for Billing documents.

### 5.3 Define Rule for Date Determination

#### Background

This configuration setting enables creation or modification of rules for determining dates in Billing plan.

Various Rules are preconfigured in system and can be used for various scenarios. There are three options for configuring new rules:

- Change existing rule

- Copy existing rule and change it to new requirements

- Create a new rule.

You define the rules for date determination on the basis of the following dates:

- The possible baseline date is predefined by a fixed value range (for example current date, beginning of the contract) and cannot be changed.

- You can define the period in any way by specifying a number with a corresponding time unit.

- If you use a calendar ID to define a rule, the system determines the next possible workday starting from the baseline date. If you use a calendar ID, you may NOT specify a period.

We will study the configuration of SAP provided rule '50 – Monthly at end of each month'.

## Instructions

Follow Menu Path: IMG Sales and Distribution Billing  
Billing Plan Define Rules for Determining Dates

1. Click 

Change View "Rule Table for Date Determination": Overview

Change View "Rule Table for Date Determination": Overview

New Entries

Rule	Description
01	Today's date
02	Contract start date
04	Acceptance date
05	Installation date
06	Date contract signed
07	Billing date
08	Contract start date + contract validity period
09	Contract end date
10	Todays date + 1 year
11	Last of month for billing date + 1 month
12	Contract start date + 1 week
19	End of contract - 1 month
21	First of Current Month
22	First of Month of Contract Start
31	Last of Current Month
32	Last of Month of Contract Start
33	Last of Month of Contract End
40	End of Current Quarter
50	Monthly at the end of the month
51	Monthly at the first of the month
52	Horizon 1 Year
53	Monthly
60	Yearly at the first of the year
23	Monthly at the end of every 3 months

Position... Entry 1 of 25

Here the three options explained in background are applicable.

- m. If existing Rule is to be modified, choose the Rule from list and click on  to get into details
- n. For copying existing Rule to new one select the Rule to be copied and click on  or F6.
- o. For creating a new Rule click on 

Here we will follow option 'a' and select Rule '50' and click on . To search for Rule click on  and enter the key.

Following screen is displayed

Table View Edit Goto Selection Utilities System Help

Change View "Rule Table for Date Determination": Details

New Entries

Date det. rule 50 Monthly at the end of the month

Control data

Baseline date 07 Billing date/Invoice date

Time period 1

Time unit 3 Month

Last of month B Last of the month

Calendar ID

Contract data

Maintain the fields as explained below:

Field Name	Field Description and Value
Date Det.rule	2 character code for Indirect rule determination of dates in Billing plan. Here '50' exists in system, for new any two characters can be entered.
Description	Text description of rule for identification
Baseline date	This is baseline date from which further dates are calculated. This is predefined in system and following entries exist:

	<table border="1"> <thead> <tr> <th>Baseline date</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>01</td> <td>Today's date</td> </tr> <tr> <td>02</td> <td>Contract start date</td> </tr> <tr> <td>04</td> <td>Acceptance date</td> </tr> <tr> <td>05</td> <td>Installation date</td> </tr> <tr> <td>06</td> <td>Date contract signed</td> </tr> <tr> <td>07</td> <td>Billing date/Invoice date</td> </tr> <tr> <td>08</td> <td>CntrctStDate+contract duration</td> </tr> <tr> <td>09</td> <td>Contract end date</td> </tr> </tbody> </table> <p>Here '07' is selected</p>	Baseline date	Short text	01	Today's date	02	Contract start date	04	Acceptance date	05	Installation date	06	Date contract signed	07	Billing date/Invoice date	08	CntrctStDate+contract duration	09	Contract end date
Baseline date	Short text																		
01	Today's date																		
02	Contract start date																		
04	Acceptance date																		
05	Installation date																		
06	Date contract signed																		
07	Billing date/Invoice date																		
08	CntrctStDate+contract duration																		
09	Contract end date																		
Time Period	Time Period, which is to be added or subtracted from baseline date, is added here.																		
Time Unit	<p>Time Unit of time period defined above</p> <table border="1"> <thead> <tr> <th>Time unit</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Day</td> </tr> <tr> <td>2</td> <td>Week</td> </tr> <tr> <td>3</td> <td>Month</td> </tr> <tr> <td>4</td> <td>Year</td> </tr> </tbody> </table>	Time unit	Short text	1	Day	2	Week	3	Month	4	Year								
Time unit	Short text																		
1	Day																		
2	Week																		
3	Month																		
4	Year																		
Last of Month	<p>Last of month switch for date determination</p> <table border="1"> <thead> <tr> <th>Determ.last of month</th> <th>Short text</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> </tr> <tr> <td>A</td> <td>First of the month</td> </tr> <tr> <td>B</td> <td>Last of the month</td> </tr> </tbody> </table>	Determ.last of month	Short text			A	First of the month	B	Last of the month										
Determ.last of month	Short text																		
A	First of the month																		
B	Last of the month																		
Calendar ID	If Calendar is to be used to influence date determination, example actual dates in month it has to be entered here.																		
Contract data	Used for Contract items where item date has not to be selected from baseline date, but from Header date.																		

Click  and back.

## Effect of Configuration

Rule for date determination are defined to be used in Billing plans.

## 6. Special sales processes

### 6.1 Define credit control area

#### Background

The purpose of credit management is to monitor credit status of customer so as to take decision on continuing or reviewing credit related decisions like increasing credit limit or blocking delivery to the customer.

This is done with financial accounting integration as in most of the companies, credit management is FI function.

#### Instructions

##### Pre-requisite

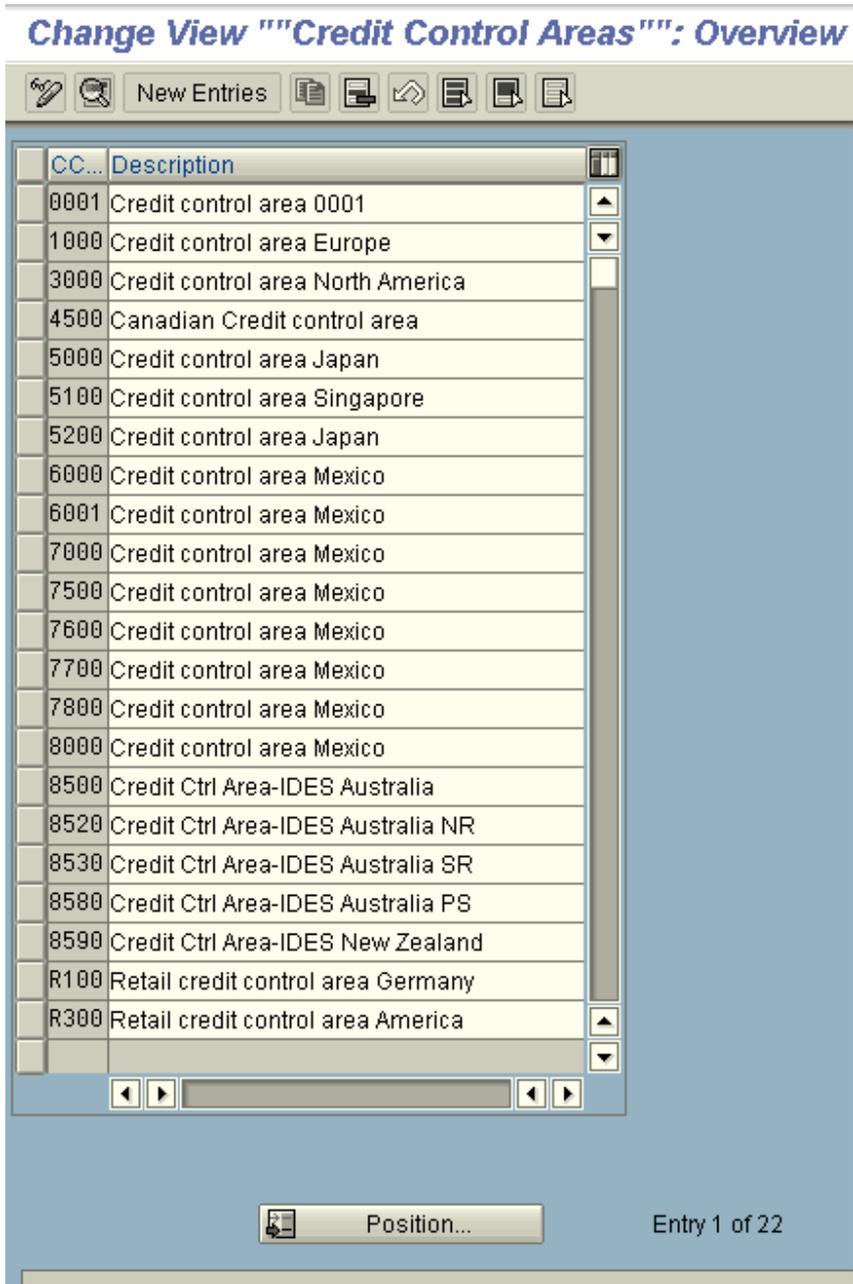
Company code is created in enterprise structure of financial accounting.

Define Credit Control Area:

Menu path: Enterprise structure    Definition    Financial  
accounting    Credit Control Area

Click 

This is FI configuration and not part of SD configuration



Double click on credit control area, which you want to select

**Change View ""Credit Control Areas"": Details**

New Entries

Cred.contr.area 1000 Credit control area Europe

Currency EUR

Data for updating SD

Update 000012

FY Variant K4

Default data for automatically creating new customers

Risk category

Credit limit

Rep. group

Organizational data

All co. codes

Key fields are as below.

Update group – It determines how credit value should get updated at the time of order, delivery and billing.

Credit update for open order/delivery/billing document value 4 Erl

Update	Short text
	No update from SD documents
000012	Open order value on time axis, delivery and bill.doct value
000015	Open delivery and billing document value
000018	Open delivery value for sales order, open billing doct value

If a document cannot be processed with the update group you specify, the system determines the next possible update it can carry out. For example, you select Update group 000012, which, at delivery, reduces the open order value and increases the open delivery value. Assume that one item in the order is not relevant for delivery. In this case, the system automatically

determines Update group 000018 for this item. Update group 000018 increases the open delivery value for the order item. The system uses the confirmed quantity of delivery-relevant schedule lines to update the order value.

Risk category – Risk category entered in the related control area of the customer's credit master record, which is automatically created when a customer is created in a company code.

The credit master record is automatically maintained when at least one of the following fields is maintained for the corresponding control area.

Risk category – defined in FI accounting - Credit Management--->Credit control account--->Define Risk categories.

Via the customer master record, you can allocate every customer to a credit risk category. This is used if automatic credit control is used.

Menu path: Customer master - Environment – credit management





Customer	4999	Hallmann Anlagenbau GmbH
Credit control area	1000	Credit control area Europe
Currency	EUR	

<b>Status</b>		<b>Dunning data</b>	
Credit limit	40.000,00	Dunning Area	<input type="text"/>
Credit exposure	16.240,00	Last dunned	<input type="text"/>
Cred.lim.used	40,60 %	Leg.dunn.proc.	<input type="text"/>
Horizon	24.02.2007	Dunning level	0

<b>Payment history/arrears 12/96-02/99</b>				<b>Control</b>	
With cash disc.	28.745,43	251	Risk category	001	
W/o cash disc.	0,00	0	Last int.review	<input type="text"/>	
			<input checked="" type="checkbox"/> Blocked		
			Cred.rep.grp	001	
			Payment index	<input type="text"/>	
			Rating	<input type="text"/>	
			Last ext.review	<input type="text"/>	
			Monitoring	<input type="text"/>	

<b>Payment data</b>	
DSO	0
Clearing amount	0,00
Author.deduct.	0,00
Unauthor.deduc.	0,00

## Credit representative group

**Credit limit** - This credit limit is not a total credit limit for the control area.

In this way you ensure that a credit restriction will be effective for new customers, too, as soon as the customer has been created.

If no credit master record has been maintained, there is no credit limit.

## 6.2 Type of Credit check

### Background

There are major two types of credit checks can be performed. They are

No credit check

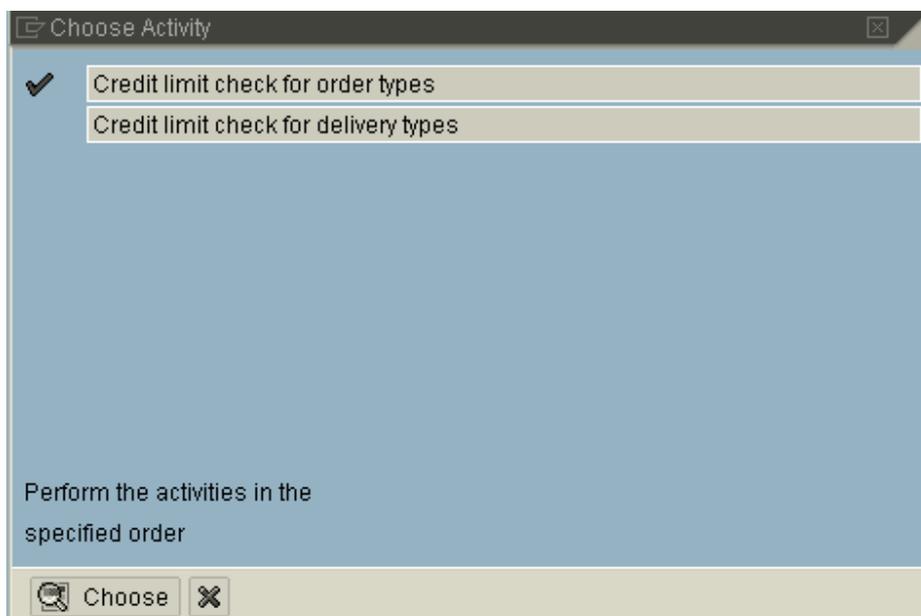
Simple credit check or Dynamic check for a particular order type.

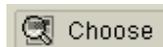
### Instructions

Menu path: SD – Basic Functions – Credit Management – Assign Sales documents and delivery documents

Click 

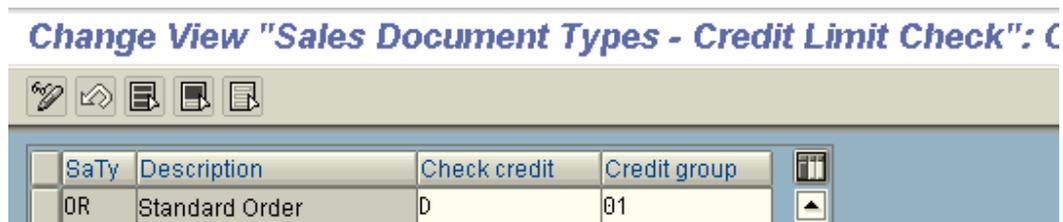
Pop-up as below



Select “Credit limit check for order types” and click 

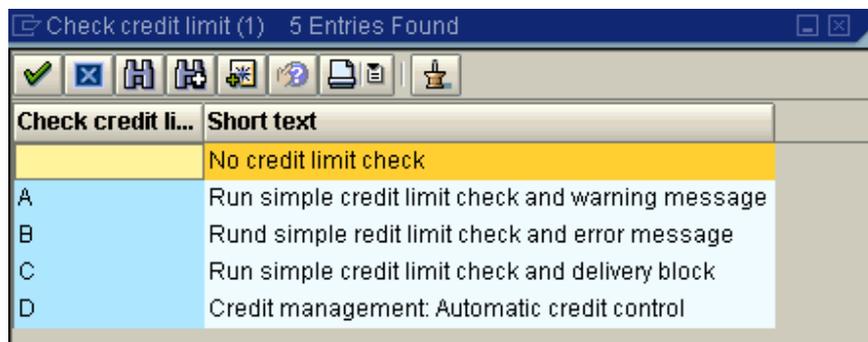
On the next screen, click  and select order type as “OR”

**Change View "Sales Document Types - Credit Limit Check": C**



SaTy	Description	Check credit	Credit group
OR	Standard Order	D	01

Check credit limit (1) 5 Entries Found



Check credit li...	Short text
	No credit limit check
A	Run simple credit limit check and warning message
B	Run simple credit limit check and error message
C	Run simple credit limit check and delivery block
D	Credit management: Automatic credit control

### [Simple Credit Check \(Option A or B or C\)](#)

During the check, the SAP System totals the receivables (A claim for payment on the recipient of goods or services supplied.), the open items from special G/L transactions and the net value of the sales order for every item of a sales document.

The open items from special G/L transactions take into account obligations bound by contract which are not recorded for accounting purposes but which involve expenses through diverse business transactions. Example - the value of materials in the warehouse that have been reserved for an order or project

The total is compared with the credit limit. If the limit is exceeded, the system responds in the way defined by you in the configuration menu.

If credit limit exceeds, system responds giving

A. Warning message in sales order.

B. Warning message and a delivery block (which will allow order to be taken but blocked for delivery).

C. Error message that will not allow you to save the order.

### [Automatic Credit Check](#)

Check credit has value “D”

Credit limit check can take place @

Sales order entry

Delivery

Goods issue

For this, Automatic credit control defines “Document Credit Group” for each Sales Order, Delivery and Goods issue.

## 6.3 Inter-company Sales

### Background

If one legal company delivers product to the customer, sourced from the plant, which belongs to another company code, then the scenario is termed as Inter-company sale

Delivering company bills the ordering company. This is called as Inter-company billing.

Standard inter-company billing type is IV

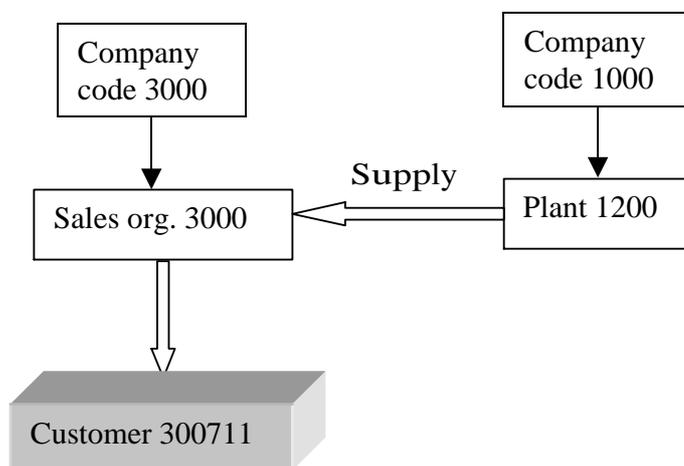
Let us take scenario as below:

Customer – 300711

Sales area for creating sales order – 3000/10/00

Delivering plant – 1200

Material is R-1006



Let us understand configuration behind

Determination of Billing type IV

Payer to which, supplying plant should bill.

Sales area in which payer should be defined

Pricing procedure for inter-company billing

Posting of inter-company invoice in MM

## Instructions

Menu path: IMG   Enterprise structure   Assignment  
Assign sales organization – distribution channel – plant

Click 

Sales organization/distribution channel			
Plants			
3000	10	USA Philadelphia	Final customer sales
	1200	Dresden	

Plant 1200 has to be assigned to sales organization 3000, as it is a delivering plant.

## 6.4 Maintain Credit card types

### Background

In this configuration the basic card types are defined. Standard system contains three card types and their function modules for checking.

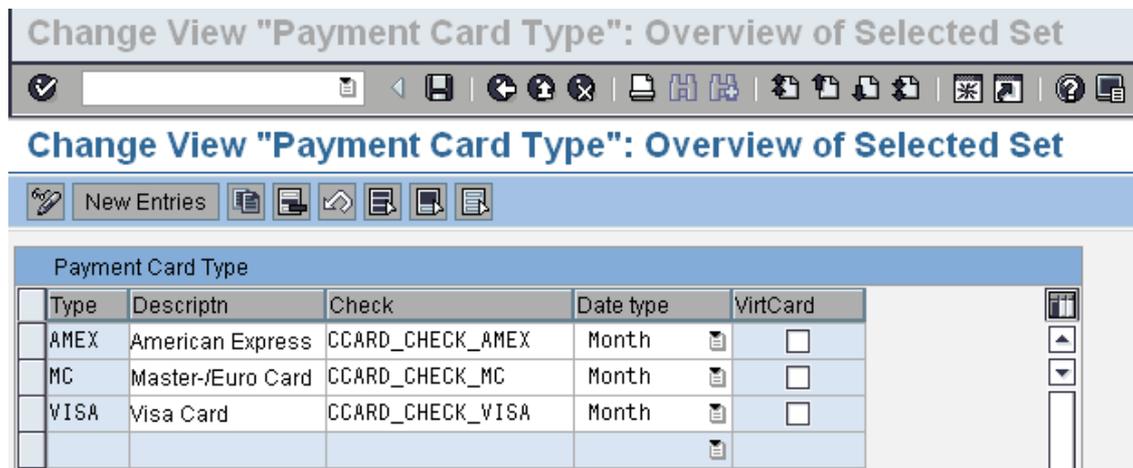
American Express  
Master Card  
Visa

Let's see the configuration predefined in system for these categories.

### Instructions

Follow Menu Path: IMG Sales and Distribution Billing  
Payment Cards Maintain Card Types

1. Click 



The screenshot shows the SAP configuration screen for Payment Card Types. The title bar reads "Change View 'Payment Card Type': Overview of Selected Set". Below the title bar is a toolbar with various icons. The main area contains a table with the following data:

Type	Descriptn	Check	Date type	VirtCard
AMEX	American Express	CCARD_CHECK_AMEX	Month	<input type="checkbox"/>
MC	Master-/Euro Card	CCARD_CHECK_MC	Month	<input type="checkbox"/>
VISA	Visa Card	CCARD_CHECK_VISA	Month	<input type="checkbox"/>
				<input type="checkbox"/>

For maintaining new card type click on .

Following are fields explained:

Field Name	Field Description and Value
Card Type	Key for Card Type, predefined entries exist for AMEX, MC & VISA.
Description	Description of the card type
Check	<p>Function, which carries out the check for card numbers. This check is in first check in system before authorization from Clearing houses.</p> <p>Four standard function are provided in system:</p> <p>CCARD_CHECK_LUHN_MOD_TEN - Runs a general check of the card number, for example, for a valid length and combination of digits. This is the industry standard check.</p> <p>CCARD_CHECK_MC - Checks MasterCard numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check.</p> <p>CCARD_CHECK_VISA - Checks Visa card numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check.</p> <p>CCARD_CHECK_AMEX - Checks American Express card numbers for a valid leading digit. The system also carries out the LUHN_MOD_TEN check.</p> <p>Additional functions can be created in system in customizing.</p>
Date Type	Valid from & to date period is controlled

	here, options include Day or Month.
Virtual Card	Specifies if card is virtual card, used over internet.

Click  and .

## 7.SD Reports

### List of Sales Documents

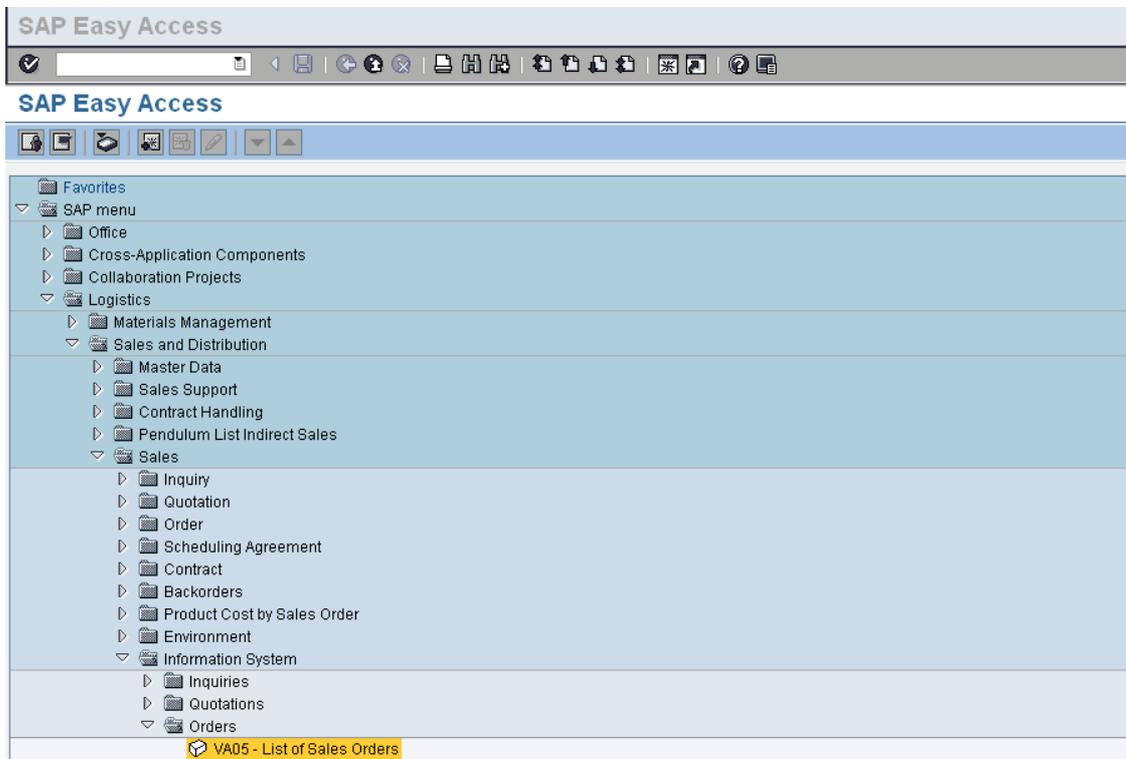
List of sales documents is function provided in system to list Sales & Distribution documents like Sales Orders, Billing Documents etc.

This function is a worklist wherein list of such orders / billing documents are available based on selection criteria and can be worked on directly from list.

#### A. List of Sales Orders

We will see list of Sales Orders now

Menu Path: Logistics    Sales and Distribution    Sales  
                  Information System    Orders    VA05 – List of Sales  
Orders



Double click 'VA05 – List of Sales Orders'

The screenshot shows the SAP 'List of Sales Orders' interface. At the top, there is a title bar 'List of Sales Orders' and a standard SAP toolbar. Below the title bar, there are four tabs: 'Disp.variants', 'Further sel.criteria', 'Organizational data', and 'Partner function...'. The 'Further sel.criteria' tab is active. Under this tab, there are three input fields: 'Sold-to party', 'Material', and 'Purchase order no.'. Below these fields, there is a section titled 'Sales order data' with a date range selection: 'Document Date' from '21.11.2006' to '21.12.2006'. At the bottom, there is a 'Selection criteria' section with three radio buttons: 'Open sales orders', 'My orders', and 'All orders'. The 'All orders' radio button is selected.

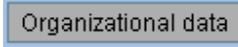
Above screen is displayed

Following input options are available:

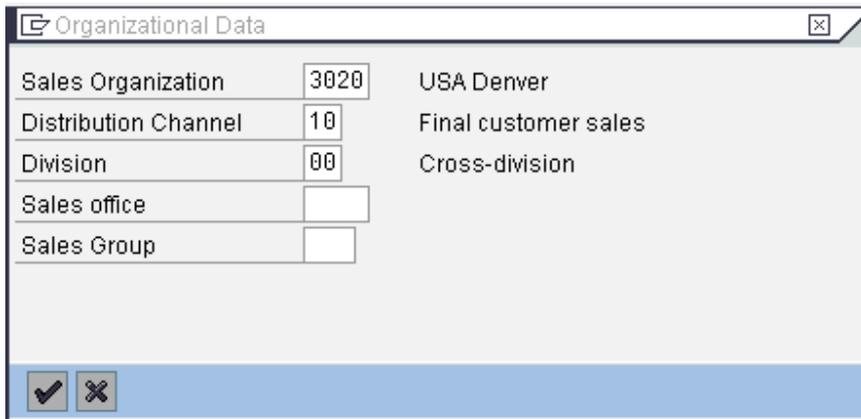
- Sold-to Party
- Material
- Purchase Order no. (Customer reference)
- Date selection for period

- Further selection criteria includes check boxes for selecting either
- Open Sales Orders
- All Orders
- My orders – Orders created by user

In addition to this the Organizational Data needs to be maintained.

Click on 

Enter selection here, Only Sales Organization is mandatory.



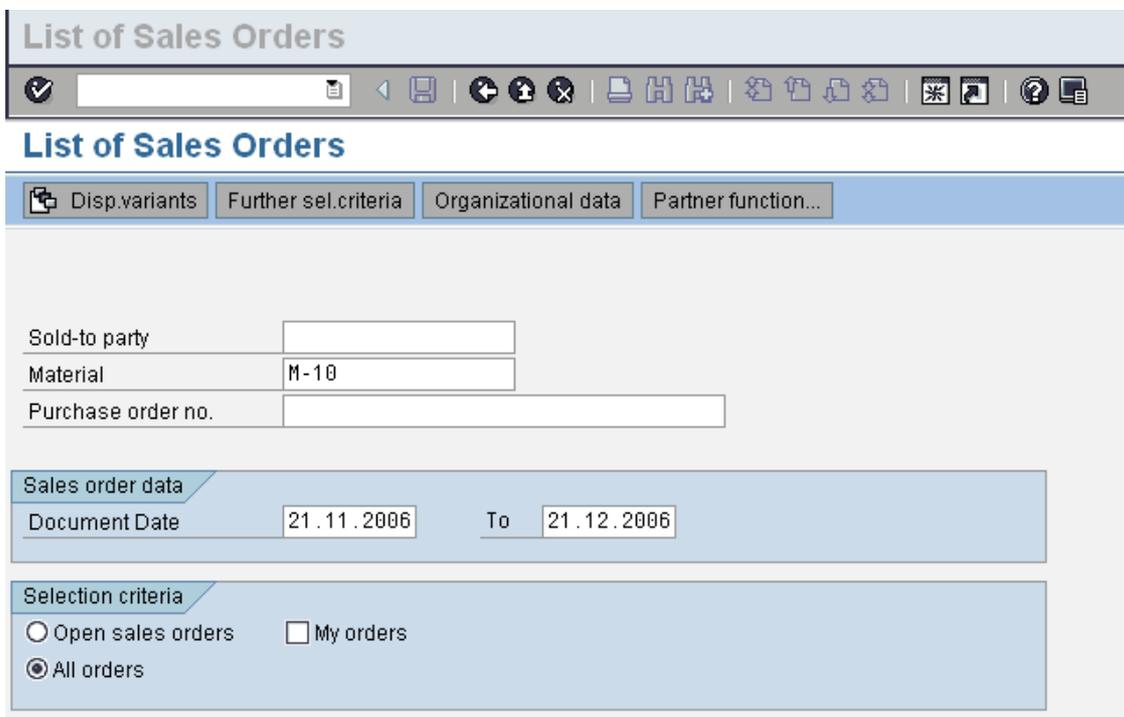
The dialog box titled "Organizational Data" contains the following fields and values:

Sales Organization	3020	USA Denver
Distribution Channel	10	Final customer sales
Division	00	Cross-division
Sales office		
Sales Group		

At the bottom left, there are two buttons: a checkmark button and a close button (X).

Click 

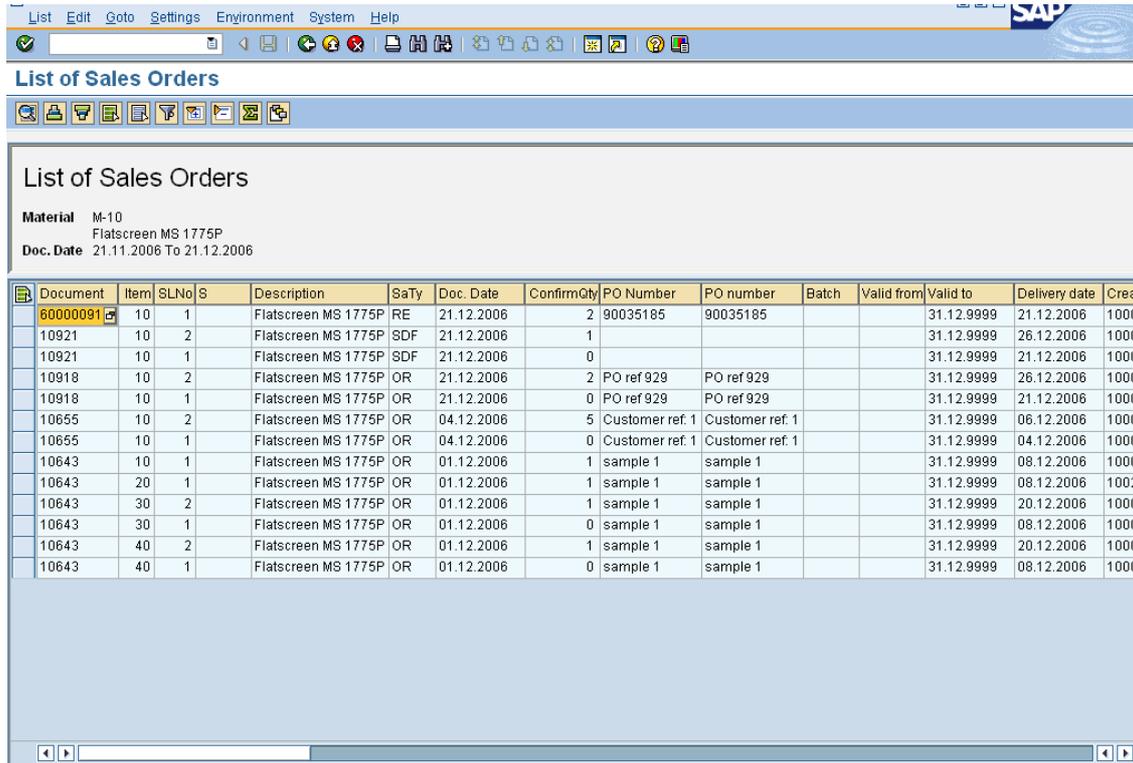
Let's search for all orders for material M-10.



The "List of Sales Orders" screen features a toolbar with various icons and a search area. Below the toolbar, there are several sections for defining search criteria:

- Search Fields:**
  - Sold-to party:
  - Material:
  - Purchase order no.:
- Sales order data:**
  - Document Date:  To
- Selection criteria:**
  - Open sales orders  My orders
  - All orders

Enter M-10 in Material and click on 



The screenshot shows the SAP 'List of Sales Orders' interface. At the top, there is a menu bar with options like 'List', 'Edit', 'Goto', 'Settings', 'Environment', 'System', and 'Help'. Below the menu is a toolbar with various icons. The main content area is titled 'List of Sales Orders' and includes the following information:

- Material:** M-10
- Description:** Flatscreen MS 1775P
- Doc. Date:** 21.11.2006 To 21.12.2006

The main data is presented in a table with the following columns: Document, Item, SLNo, S, Description, SaTy, Doc. Date, ConfirmQty, PO Number, PO number, Batch, Valid from, Valid to, Delivery date, and Crea. The table contains 15 rows of data, with the first row highlighted in yellow.

Document	Item	SLNo	S	Description	SaTy	Doc. Date	ConfirmQty	PO Number	PO number	Batch	Valid from	Valid to	Delivery date	Crea
60000091	10	1		Flatscreen MS 1775P	RE	21.12.2006	2	90035185	90035185			31.12.9999	21.12.2006	1000
10921	10	2		Flatscreen MS 1775P	SDF	21.12.2006	1					31.12.9999	26.12.2006	1000
10921	10	1		Flatscreen MS 1775P	SDF	21.12.2006	0					31.12.9999	21.12.2006	1000
10918	10	2		Flatscreen MS 1775P	OR	21.12.2006	2	PO ref 929	PO ref 929			31.12.9999	26.12.2006	1000
10918	10	1		Flatscreen MS 1775P	OR	21.12.2006	0	PO ref 929	PO ref 929			31.12.9999	21.12.2006	1000
10655	10	2		Flatscreen MS 1775P	OR	04.12.2006	5	Customer ref. 1	Customer ref. 1			31.12.9999	06.12.2006	1000
10655	10	1		Flatscreen MS 1775P	OR	04.12.2006	0	Customer ref. 1	Customer ref. 1			31.12.9999	04.12.2006	1000
10643	10	1		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	08.12.2006	1000
10643	20	1		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	08.12.2006	1000
10643	30	2		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	20.12.2006	1000
10643	30	1		Flatscreen MS 1775P	OR	01.12.2006	0	sample 1	sample 1			31.12.9999	08.12.2006	1000
10643	40	2		Flatscreen MS 1775P	OR	01.12.2006	1	sample 1	sample 1			31.12.9999	20.12.2006	1000
10643	40	1		Flatscreen MS 1775P	OR	01.12.2006	0	sample 1	sample 1			31.12.9999	08.12.2006	1000

Here it displays all the orders for Material 'M-10' for selection period.

To view any of the sales order select order line and click on 

In main screen there is also option to add on the selection criteria by clicking on **Further sel.criteria**

**Mark (maximum 3 fields)**

- Distribution Channel
- Division
- Sales Office
- Sales Group
- Sales Document Type
- Created by
- Sales document
- SD document categ.
- Order reason

In similar fashion the required list of sales orders can be viewed using this work-list option provided in system.