Introduction to MS Dynamics 365 Business Central

(Discounts)

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Announcement

- Student BC instances do not have the option to activate the Feature Management application to add some new functionality such as Sales Price Lists due to user settings. So, if this functionality appears in the presentation, it is only an awareness that such possibilities might be available.

- However, knowing about such applications is very useful because you need to know about all the other options that are available to users with higher permissions

Tell me what you want to do

feature

Go to Pages and Tasks

> Feature Management

See Feature Management

Feature Management

Feature			Automatically enabled from	Enabled for	Get started	Current Company Status
→ <u>Feature Update: Allow using of multiple posting groups for customer or vendor</u>	⋮	Learn more	Update 23.0 (Q4 2023)	None	_	Disabled
Feature Preview: Analysis mode, quickly analyse data directly in Business Central.		Learn more	Update 23.0 (Q4 2023)	None	Try it out	Disabled
Feature Update: Replace the existing Automatic Account Codes functionality wi...		Learn more	Update 25.0 (Q4 2024)	None	_	Disabled
Feature Update: Use the platform table 'Report Layout List' for adding and sele...		Learn more	Update 23.0 (Q4 2023)	None	_	Disabled
Feature Preview: Create AI-powered product descriptions with Copilot		Learn more	Update 23.0 (Q4 2023)	**All Users**	_	**Enabled**
Feature Update: Enable use of new extensible exchange rate adjustment, includi...		Learn more	Update 23.0 (Q4 2023)	None	_	Disabled
Feature Update: Enable use of new extensible invoice posting engine		Learn more	Update 23.0 (Q4 2023)	None	_	Disabled
Feature: Convert user group permissions	⋮	Learn more	Update 25.0 (Q4 2024)	**All Users**	Try it out	**Enabled**
Feature: Enable using Form 1096 to transmit paper Tax Forms to the IRS in the ...		Learn more	Update 23.0 (Q4 2023)	**All Users**	_	**Enabled**
Feature Update: Modern Action Bar		Learn more	Update 24.0 (Q2 2024)	**All Users**	Try it out	**Enabled**
Feature Update: Legacy list views are hidden		Learn more	Update 23.0 (Q4 2023)	None	Try it out	Disabled
Feature Update: Use tracking by package number in reservation and tracking sy...		Learn more	Update 24.0 (Q2 2024)	None	_	Disabled
Feature: New approval workflow experience with Power Automate templates		Learn more	Update 25.0 (Q4 2024)	**All Users**	Try it out	**Enabled**
Feature: New Microsoft Word report rendering platform.		Learn more	Update 24.0 (Q2 2024)	**All Users**	_	**Enabled**
Feature Update: Replace the existing Intrastat functionality with the new Intrast...		Learn more	Update 24.0 (Q2 2024)	None	_	Disabled
Feature Update: Replace Multiple Interest Rate CZ with Finance Charge Interest ...		Learn more	Update 23.0 (Q4 2023)	None	_	Disabled
Feature Update: Replace VAT Date CZ with VAT Reporting Date		Learn more	Update 25.0 (Q4 2024)	None	_	Disabled
Feature Update: New sales pricing experience		Learn more	Update 24.0 (Q2 2024)	**All Users**	_	**Completed ...**
Feature Update: Auto-save with every field change		Learn more	Update 23.0 (Q4 2023)	**All Users**	Try it out	**Enabled**
Feature: Enable using of Service Declaration (Intrastat for Services)		Learn more	Update 23.0 (Q4 2023)	None	_	Enabled

User administrations - Teacher

User administrations - Student

Statement about users

- Considering the users' settings, both parties (teacher and student) have the same types of settings

- Another option is to set specific permsission

Permission sets - teacher

Permission sets – student

Typ objektu ↑	ID objektu ↑	Object Name	Právo čtení	Právo vložit	Právo změnit	Právo odstranit	Právo spustit
Table Data	9005	Uživatel plánu		Nepřímo	Nepřímo	Nepřímo	
Table Data	2000000006	Společnost	Nepřímo				
Table Data	2000000045	Windows Language	Nepřímo				
Table Data	2000000053	Access Control	Nepřímo				
Table Data	2000000073	Přizpůsobení uživatele	Nepřímo	Nepřímo	Nepřímo		
Table Data	2000000080	Přizpůsobení dat stránky	Ano				
Table Data	2000000110	Aktivní relace	Nepřímo				
Table Data	2000000111	Událost relace	Nepřímo				
Table Data	2000000120	Uživatel	Nepřímo		Nepřímo		
Table Data	2000000121	Vlastnost uživatele	Nepřímo				
Table Data	2000000146	Intelligent Cloud	Nepřímo				
Table Data	2000000175	Plánovaná úloha	Nepřímo				
Table Data	2000000211	Klíč funkce	Nepřímo		Nepřímo		
Table	2610	Stav funkce aktualizace dat					Ano
Codeunit	2611	Feature Management Facade					Ano
Codeunit	2612	Update Feature Data					Ano

Even here there is no visible difference

The solution to this quasi-mystery is really simple - a change of language.
The reason is the different language settings of the student and the teacher

Student database

Správa funkcí = Feature Management

Funkce		Automaticky povoleno od	Povoleno pro	Začít	Potřebnost pro společnosti
→ Aktualizace funkcí: Povolit použití více účto s...	⋮ Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Zakázáno
Náhled funkcí: Režim analýzy, rychlá analýza ...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	Vyzkoušejte	Zakázáno
Aktualizace funkcí: Nahraďte stávající funkci ...	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	Žádný	_	Zakázáno
Aktualizace funkcí: Použijte tabulku platform...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Zakázáno
Náhled funkcí: Vytváření popisů produktů vy...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	**Všichni uživatelé**	_	**Povoleno**
Aktualizace funkcí: Povolit použití nové rozšíř...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Zakázáno
Aktualizace funkcí: Povolení použití nového r...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Zakázáno
Funkce: Převod oprávnění skupiny uživatelů	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	**Všichni uživatelé**	Vyzkoušejte	**Povoleno**
Funkce: Povolit použití formuláře 1096 k pře...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	**Všichni uživatelé**	_	**Povoleno**
Aktualizace funkcí: Moderní panel akcí	Naučte se více	Aktualizace 24.0 (2. čtvrtletí 2024)	**Všichni uživatelé**	Vyzkoušejte	**Povoleno**
Aktualizace funkcí: Starší zobrazení seznamu ...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	Vyzkoušejte	Zakázáno
Aktualizace funkce: Použití sledování podle čí...	Naučte se více	Aktualizace 24.0 (2. čtvrtletí 2024)	Žádný	_	Zakázáno
Funkce: Nové prostředí workflow schvalování...	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	**Všichni uživatelé**	Vyzkoušejte	**Povoleno**
Funkce: Nová platforma pro vykreslování ses...	⋮ Naučte se více	Aktualizace 24.0 (2. čtvrtletí 2024)	**Všichni uživatelé**	_	**Povoleno**
Aktualizace funkcí: Nahradit stávající funkci l...	Naučte se více	Aktualizace 24.0 (2. čtvrtletí 2024)	Žádný	_	Zakázáno
Aktualizace funkce: Nahrazení Více úrokovýc...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Zakázáno
Aktualizace funkcí: Nahradit datum DPH CZ ...	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	Žádný	_	Zakázáno
Aktualizace funkcí: Nové zkušenosti s cenami...	Naučte se více	Aktualizace 24.0 (2. čtvrtletí 2024)	Žádný	_	Zakázáno
Aktualizace funkcí: Automatické ukládání při ...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	**Všichni uživatelé**	Vyzkoušejte	**Povoleno**
Funkce: Povolit použití deklarace služby (Intr...	Naučte se více	Aktualizace 23.0 (4. čtvrtletí 2023)	Žádný	_	Povoleno
Aktualizace funkcí: Použití nových šablon zák...	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	Žádný	_	Zakázáno
Aktualizace funkcí: Povolení použití exportu s...	Naučte se více	Aktualizace 25.0 (4. čtvrtletí 2024)	Žádný	_	Zakázáno

Statement

- Since students have the same rights (permissons) as teachers, they can activate the required function. The problem is that it is not possible to deactivate the activated function without administrator permission and none of the BC cloud users at ESF. And the PWP presentation describing easier setup and use of discounts would no longer be fully valid. So there is a BC - 6-2 file that describes the creation of a Sales Price List.

Discounts

- **Use of discounts**:
  - Support of „Sales" actions->lower stock value and better liquidity
  - Support of marketing -> Acquiring new customers
  - Basic incentives for any client
  - To differentiate between clients (based on sales in the last period or other criteria)
  - **Discount types :**
  - Price ->modification of Unit Price (an absolute change)
  - Line ->change the final price in %
  - Invoice Discount ->based on the level of the total amount on the invoice

Discount calculations - example I.

- Unit price=100

- Change Unit price to 90 (icon Prices)

- Line discount 10 % added

- New updated Unit price on the cretaed document = 90*0,9=81

Unit price = Prodejní cena

1st possibility to access discounts setup from the customer list

No. ↑	Name	Responsibility Center	Location Code	Phone No.	Contact
01121212	Spotsmeyer's Furnishings		YELLOW		Mr. Mike Nash
01445544	Progressive Home Furnishings		YELLOW		Mr. Scott Mitchell
01454545	New Concepts Furniture		YELLOW		Ms. Tammy L. McDonald
01905893	Candoxy Canada Inc.		YELLOW		Mr. Rob Young
01905899	Elkhorn Airport		YELLOW		Mr. Ryan Danner
01905902	London Candoxy Storage Cam...		YELLOW		Mr. John Kane
10000 ⋮	The Cannon Group PLC	BIRMINGHAM	BLUE		Mr. Andy Teal
	Selangorian Ltd.				Mr. Mark McArthur
	Metatorad Malaysia Sdn Bhd		YELLOW		Mrs. Azleen Samat
	Highlights Electronics Sdn Bhd		GREEN		Mr. Mark Darrell Boland
	TraxTonic Sdn Bhd		YELLOW		Mrs. Rubina Usman
	Somadis		YELLOW		M. Syed ABBAS

Prices & Discounts

- ⊟ Prices
- 🖼 Line Discounts

Manage

- 🔍 View

2nd ossibility to access discounts setup from the customer card

Customer Card | Work Date: 7/22/2022

10000 · The Cannon Group PLC

✕ Showing the first 50 prices and discounts. To view all prices and discounts, choose Refresh Data.

New Document   Approve   Request Approval   **Prices & Discounts**   Navigate   Customer | Actions   Related   Reports   Fewer options

🖃 Prices   📠 Line Discounts   📄 Prices & Discounts Overview
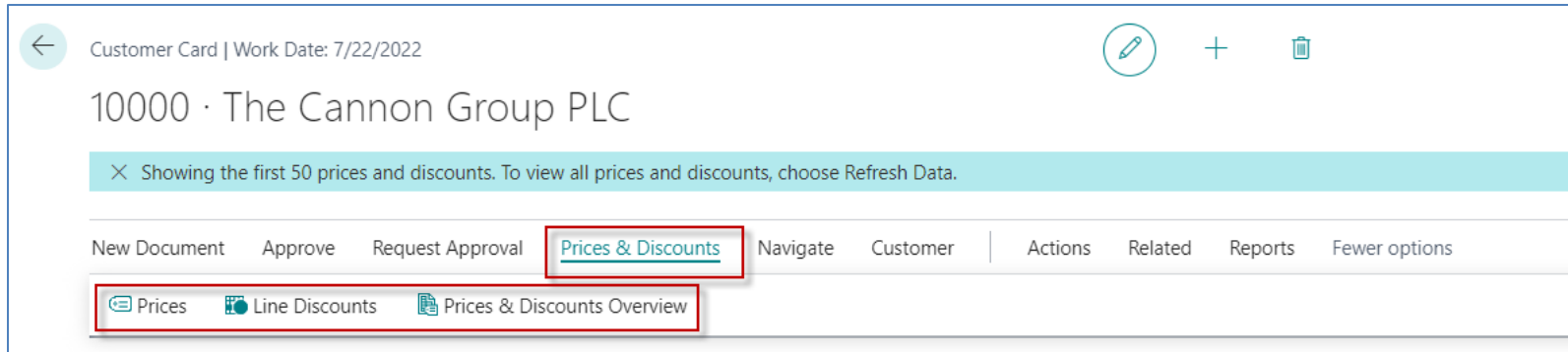
Here you can set the different unit prices in absolute values as well as the Line discounts in % depending on the quantity of goods (treshold)

Price discount

X1 - Broom
Item Card

Unit Price =100

Sales Order Header

X1 Broom UP=90

Line discount %

Sales Order Header

X1 Broom 20 % ->UP=80

Unit Price =UP

3rd possibility to access discounts setup from the customer card

Basic Blocks
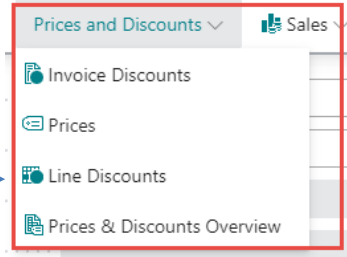
Customer

Customer Discount Group

Allow Line Discount (Yes or No)

Sales header

Sales line

ITEM

Item Discount Group

Unit Price

Allow Invoice Discount (Yes or No)

🗐 Prices

📷 Line Discounts

Window used for Invoice Discount

Window used for Price discount sestup
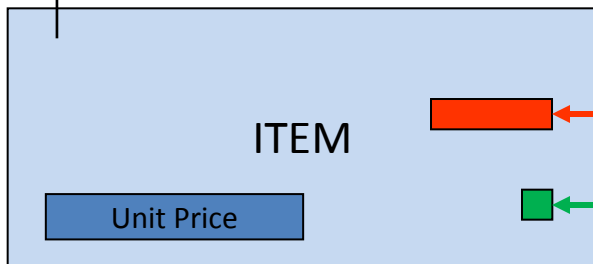
Window used for Line Discounts setup
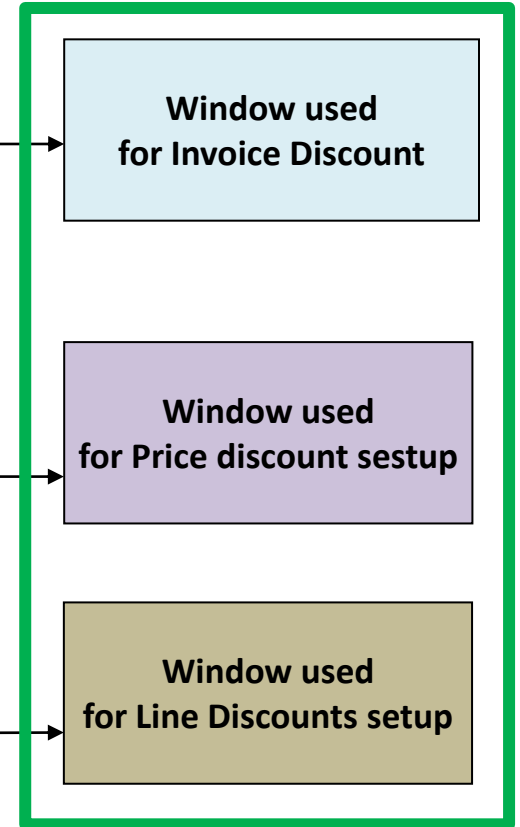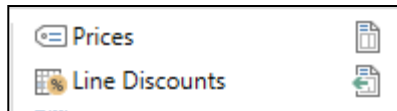
Can be access either from **Customer Card** or from **Item Card**

Window used for Line discounts Setup (%) I.

| Sales Line Discounts | 🔍 Search | + New | 📝 Edit List | 🗑 Delete |

General

Sales Type Filter	Customer		Type Filter	None
Sales Code Filter	10000		Code Filter	
Starting Date Filter			Currency Code Filter	

	Sales Type ↑ ▼			Sales Code ↑ ▼	Type ↑	Code ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Starting Date ↑	Ending Date
→	Customer	⋮		10000	Item	1920-S	PCS	10,00	10,00		
	Customer			10000	Item	1936-S	PCS	5,00	8,00		
	Customer			10000	Item	1936-S	PCS	8,00	10,00		

For one customer only

Window used for Line discounts Setup (%) II.

General

Sales Type Filter	Customer ▾	Type Filter	None ▾
Sales Code Filter	⋯	Code Filter	⋯
Starting Date Filter		Currency Code Filter	⋯

	Sales Type ↑		Sales Code ↑	Type ↑	Code ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Starting Date ↑	Ending Date
→	Customer Disc. Gro...	⋮	LARGE ACC	Item Discount Group	FINISHED		0.00	15.00		
	Customer Disc. Gro...		LARGE ACC	Item Discount Group	RAW MAT		0.00	20.00		
	Customer Disc. Gro...		LARGE ACC	Item Discount Group	RESALE		0.00	5.00		
	Customer Disc. Gro...		RETAIL	Item Discount Group	FINISHED		0.00	10.00		
	Customer Disc. Gro...		RETAIL	Item Discount Group	RAW MAT		0.00	15.00		
	All Customers			Item Discount Group	A		5.00	15.00		
	All Customers			Item Discount Group	A		15.00	25.00		
	All Customers			Item Discount Group	B		25.00	15.00		
	All Customers			Item Discount Group	B		100.00	25.00		

From this window you can see that some discounts are valid for **all customers**

Setup of Customer Discount Group I.

Specifies the Customer Discount Group Code, which you can use
as a criterion to set up special discounts in the Sales Line Discounts window.

Setup of Customer Discount Group II.

Window used for Line discounts Setup (%) III.

Customer Discount Group LARGE ACC Large account | Work Date: 17.02.2027 ✓ Saved

Sales Line Discounts   🔍 Search   + New   📝 Edit List   🗑 Delete

General

Sales Type Filter	Customer Discount Group ⌄	Type Filter	None ⌄
Sales Code Filter	LARGE ACC ···	Code Filter	···
Starting Date Filter		Currency Code Filter	···

	Sales Type ↑ ▼	Sales Code ↑ ▼	Type ↑	Code ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Starting Date ↑	Ending Date
→	Customer Disc. Group ⋮	LARGE ACC	Item Discount Group	FINISHED		0,00	15,00		
	Customer Disc. Group	LARGE ACC	Item Discount Group	RAW MAT		0,00	20,00		
	Customer Disc. Group	LARGE ACC	Item Discount Group	RESALE		0,00	5,00		

Only for a chosen group of customers marked by Customer Discount Group Code

Window used for Line Discounts Setup (%)

Sales Line Discounts	🔍 Search	＋ New	📝 Edit List	🗑 Delete	📊 Open in Excel					▽ ≡

Views ✕

*All 📝 ⋮

Filter list by:
✕ Sales Type

| Customer | ⌄ |

＋ Filter…

Reset filters

General

Sales Type Filter	· · · · · · · · ·	Customer ⌄		Type Filter	· · · · · · · · ·	None ⌄
Sales Code Filter	· · · · · · · · ·	⋯		Code Filter	· · · · · · · · ·	⋯
Starting Date Filter	· · · · · · · · ·			Currency Code Filter	· · · · · · · · ·	⋯

Sales Type ↑ ▼		Sales Code ↑	Type ↑	Code ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %	Starting Date ↑	Ending Date
Customer		10000	Item	1936-S	PCS	4.00	3.00		
→ Customer		20000	Item	1928-S	PCS	2.00	8.00		

In none of our examples here do we indicate the start or end of discounts in time.
In our simple model we setup two Line discount % for one item only and different tresholds (Minumum quantity)

Window used for Sales Line Discounts Setup

Discount combination –similar example as on slide number 3

- Unit Price reduced from 100 to 90

- Line Discount % =10

- Final price after discounts were applied = 90*0,9=81,0

Invoice discount setup

Invoice discount must be **allowed and manually confirmed** before you start to calculate it! The process is not automatic like the other two types of discounts.

Sales Order

- Sales lines of the Sales Order

This example is just to show how BC calculates discounts. From a practical point of view, it is nonsense to sell one item with different quantities. A realistic scenario would be : 9 items are sold and we get the highest discount.

Invoice Discount calculation (F7=Statistics)

Sales Order | Work Date: 17.02.2027

1117 · The Cannon Group PLC

Notifications: 2   *The available inventory for item 1936-S is lower than the entered quantity at this location.* | *This customer has an overdue balance.*

Home   Prepare   Print/Send   Request Approval   Order   Actions ∨   Related ∨   Fewer options

Post... | Release | Create Warehouse Ship

- ⚡ Functions
- Plan
- Request Approval
- Posting
- Other

Create Purchase Document
Send IC Sales Order
Reject IC Sales Order
Other

- Calculate Invoice Discount
- Get Recurring Sales Lines...
- Copy Document...
- Move Negative Lines...
- Archive Document
- Use short menu

Country/Region Code .... GB
Contact No. CT000008
Phone No. ....
Mobile Phone No. ....
Email ....
Contact .... Mr. Andy Teal
No. of Archived Versions 0
Document Date 17.02.2027

JO

Responsibility Center
Assigned User ID
Status

Work Description

Do you want to calculate the invoice discount?

Yes   No

Sales lines before invoice discount application

Type		No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %
Item		1936-S	BERLIN Guest Chair, yellow	BLUE	1		_	PCS	143.90	
Item		1936-S	BERLIN Guest Chair, yellow	BLUE	2		_	PCS	100.00	
→ Item	⋮	1936-S	BERLIN Guest Chair, yellow	BLUE	5		_	PCS	100.00	3

Invoice Discount calculation (acces by use of F7 key)

Edit – Sales Order Statistics – 1005 · The Cannon Group PLC

General

Amount Excl. VAT	828.90	25% VAT	194.79
Inv. Discount Amount	49.73	Total Incl. VAT	973.96
Total Excl. VAT	779.17	Sales (LCY)	779.17

Invoicing

Amount Excl. VAT	828.90	25% VAT	194.79
Inv. Discount Amount	49.73	Total Incl. VAT	973.96
Total Excl. VAT	779.17	Sales (LCY)	779.17

F7 -> Statistics

Sales line after manual applicaton of invoice discount

Type		No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Inv. Discount Amount Excl. VAT	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT
Item		1936-S	BERLIN Guest Chair, yellow	BLUE	1		_	PCS	8.63	143.90		143.90
→ Item	⋮	1936-S	BERLIN Guest Chair, yellow ∨	BLUE	2		_	PCS	12.00	100.00		200.00
Item		1936-S	BERLIN Guest Chair, yellow	BLUE	5		_	PCS	29.10	100.00	3	485.00

Lines   Manage   Line   Order   Fewer options

Sales order print

Order Confirmation 1005

20 July 2022
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cronus

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

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

External Document No.	Salesperson	Quote No.	Shipment Method
	Peter Saddow		Ex Warehouse

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

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

General ledger entries after posting F9

Tell me what you want to do

General ledger

On current page (Customers)

📊 Customer Register
View posted customer ledger entries divided into, and sorted according to, registers. By...

📊 Customer - Trial Balance
View the beginning and ending balance for customers with entries within a specified pe...

Go to Pages and Tasks   Show all (6)

› General Ledger Setup   Administration

› G/L Budgets   Lists

› Job WIP Methods   Administration

Go to Reports and Analysis   Show all (6)

📄 General Ledger Entries   Archive

📄 G/L Registers   Archive

📄 Job WIP To G/L   Reports and Analysis

General ledger entries after posting F9

General ledger entries after posting F9

6910 Discount Granted | Work Date: 7/20/2022

General Ledger Entries   🔍 Search   📝 Edit List   Process   Entry   📊 Open in Excel   More options

Posting Date ↓	Document Type	Document No.	G/L Account No.	Description	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type
→ 7/20/2022	Invoice	103034	6910	Order 1005	Sale	DOMESTIC	RETAIL	64.73	G/L Account
7/20/2022	Invoice	103034	6110	Order 1005	Sale	DOMESTIC	RETAIL	-843.90	G/L Account
7/20/2022	Invoice	103034	5610	Order 1005				-210.98	G/L Account
7/20/2022	Invoice	103034	5610	Order 1005				16.19	G/L Account
7/20/2022	Invoice	103034	2310	Order 1005				973.96	G/L Account

Discount granted

Simple seminar Example

It can also be used to present discounts in education

Create New Customer and item

- Use item template: PIS2 Items

- **Name:** your name and company (e.g. John´s company)- Or you can use a pre-configured customer such as 10000

- Create new item – see if Allow Invoice discount field is OK (switched on)

Customer card – Line discount to be allowed

Examples for seminar

(or could be used for presentation by students)

Unit Price Discount Setup (absolute values, original UP=100)

Customer 10000 The Cannon Group PLC | Work Date: 7/20/2022   ✓ Saved

Sales Prices   🔍 Search   + New   📝 Edit List   🗑 Delete   📊 Open in Excel | More options

General

Sales Type Filter · · · · · · · Customer ▾   Starting Date Filter · · · · ·

Your Customer number (or preconfigured Customer for example 10000 as it in our model)

Sales Code Filter · · · · · · · 10000   ···   Currency Code Filter · · · ·   ···

Item No. Filter · · · · · · · · ·   ···

Your item   Your new Unit Price

Sales Type ↑		Sales Code ↑	Item No. ↑	Unit of Measure Code ↑	Minimum Quantity ↑	Unit Price	Starting Date ↑	Ending Date
→ Customer	⋮	10000	T_24	PCS	2	90.00		
Customer		10000	T_24	PCS	4	80.00		

Follow teacher´s steps !!!   Thresholds for quantity rebates

Examples for seminar
(or could be used for presentation by students)

Line Discount % Setup

					Unit of Measure Code ↑	Minimum Quantity ↑	Line Discount %
Sales Type ↑ ▼		Sales Code ↑ ▼	Type ↑	Code ↑			
→ Customer ▼ ⋮		10000	Item	1936-S	PCS	4.00	3.00
Customer		10000	Item	T_24	PCS	3.00	10.00
Customer		10000	Item	T_24	PCS	5.00	20.00

Thresholds for quantity rebates in Line discounts %

Examples for seminar
(or could be used for presentation by students)

Invoice Discount Setup

10000 | Work Date: 7/20/2022					✓ Saved

Cust. Invoice Discounts	🔍 Search	➕ New	📝 Edit List	🗑 Delete	📊 Open in Excel

	Currency Code ↑		Minimum Amount ↑	Discount %	Service Charge
→		⋮	500.00	5	0.00
			800.00	6	0.00
			1,000.00	7	0.00

Examples for seminar

(or could be used for presentation by students)

Sales Order

General

No.	1070	...	Due Date	8/20/2022
Customer Name	The Cannon Group PLC	...	Requested Delivery Date	
Contact	Mr. Andy Teal	...	External Document No.	
Posting Date	7/20/2022		Status	Open
Order Date	7/20/2022			

Lines   Manage   Line   Order   Fewer options

	Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Inv. Discount Amount Excl. VAT	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT
	Item	T_24	Bearing M12	BLUE	1		_	PCS	0.00	100.00		100.00
	Item	T_24	Bearing M12	BLUE	2		_	PCS	0.00	90.00		180.00
	Item	T_24	Bearing M12	BLUE	3		_	PCS	0.00	90.00	10	243.00
	Item	T_24	Bearing M12	BLUE	4		_	PCS	0.00	80.00	10	288.00
→	Item	T_24	Bearing M12	BLUE	5	...	_	PCS	0.00	80.00	20	320.00

More sales lines are listed here only so you can see the gradual changes
in the types of discounts so that these discounts change depending
on the number of pieces ordered

Examples for seminar

(or could be used for presentation by students)

Sales Line of the Sales Order (only Sales Line) - modified Sales Line
from previous slides to get highest discounts

Lines	Manage	Line	Order	Fewer options									
Type			No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Inv. Discount Amount Excl. VAT	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT
→ Item	⋮		T_24	Bearing M12	BLUE	10	...	_	PCS	0.00	80.00	20	640.00

Examples for seminar
(or could be used for presentation by students)

Invoice Discount Application : step 1

Examples for seminar
(or could be used for presentation by students)

Invoice Discount Application : step 2

		No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measure Code	Inv. Discount Amount Excl. VAT	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Qty. to Shi
Type													
→ Item	⋮	T_24	Bearing M12	BLUE	10		_	PCS	32.00	80.00	20	640.00	1

Subtotal Excl. VAT (GBP)	640.00	Total Excl. VAT (GBP)	608.00
Inv. Discount Amount Excl. VAT (GBP)	32.00	Total VAT (GBP)	60.80
Invoice Discount %	5	Total Incl. VAT (GBP)	668.80

Posting Sales Ordes by key F9

ⓘ ○ Ship
   ○ Invoice
   ● Ship and Invoice

OK   Cancel

Examples for seminar
(or could be used for presentation by students)

Posted Sales Invoice

Examples for seminar
(or could be used for presentation by students)

Printed Posted Sales Invoice

Examples for seminar
(or could be used for presentation by students)

General Ledger Entries

Examples for seminar

(or could be used for presentation by students)

General Ledger Entries

Posting Date ↓		Document Type	Document No.	G/L Account No.	Description	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type
→ 7/20/2022	⋮	Invoice	103067	6910	Order 1070	Sale	DOMESTIC	RETAIL	192.00	G/L Account
7/20/2022		Invoice	103067	6110	Order 1070	Sale	DOMESTIC	RETAIL	-800.00	G/L Account
7/20/2022		Invoice	103067	5611	Order 1070				-80.00	G/L Account
7/20/2022		Invoice	103067	5611	Order 1070				19.20	G/L Account
7/20/2022		Invoice	103067	2310	Order 1070				668.80	G/L Account

Account name : Discount granted
Account number : 6910

Chart of accounts I.

Chart of accounts (set filtr to 6910) II.

End of the section

(Discounts)

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

So why worry now ……