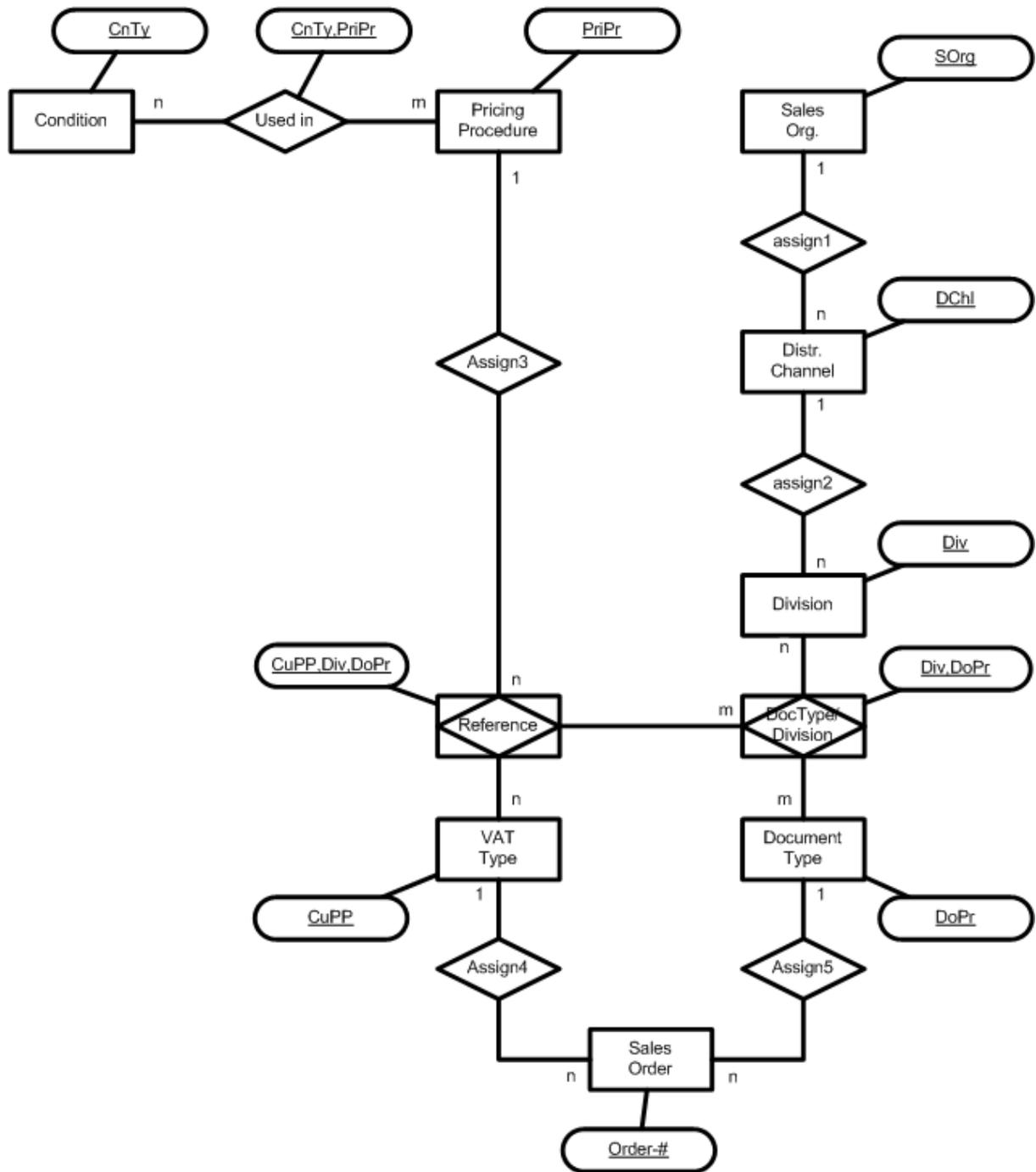


Price Control for a Sales Order

Source: [PrTW01, p. 35], adapted by Farid El Masri, adjusted by Gerhard Pokorny

Transfer the following verbal description into an ERM:

- a) An organisational sales unit is represented as follows: a sales organisation (SOrg) consisting of one or more distribution channels (DChl), which in turn consists of one or more divisions (Div).
- b) There are pricing procedures (PriPr) and conditions (CnTy) used in pricing procedures, whereas any condition can be used in any pricing procedure.
- c) The relationship "Reference" is a combination of document type (DoPr), VAT type (CuPP) and division and is uniquely assigned to the pricing procedure.
- d) Each sales order is assigned to a certain document type and VAT type.



Condition

<u>CnTy</u>	..

Pricing Procedure

<u>PriPr</u>	..

Used in

<u>CnTy</u>	<u>PriPr</u>	..

Document Type

<u>DoPr</u>	..

Reference

<u>Div</u>	<u>DoPr</u>	<u>CUPP</u>	<u>PriPr</u>	..

VAT Type

<u>CUPP</u>	..

Sales Organisation

<u>SOrg</u>	..

Distribution Channel

<u>DChl</u>	<u>SOrg</u>	..

Division

<u>Div</u>	<u>DChl</u>	..

DocType / Division

<u>Div</u>	<u>DoPr</u>	..

Sales Order

<u>Order-#</u>	<u>DoPr</u>	<u>CUPP</u>	..