# C_TS462

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales

SAP CERTIFICATION TASKS

Course Version: 2601

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# Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

| | |
|---|---|
| This information is displayed in the instructor's presentation |  |
| Demonstration |  |
| Procedure |  |
| Warning or Caution |  |
| Hint |  |
| Related or Additional Information |  |
| Facilitated Discussion |  |
| User interface control | *Example text* |
| Window title | *Example text* |

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Unit 1
Task 1

# Introduction

In this assessment, you will work on one or more exercises that you must complete in the assigned system. Please make sure to read the instructions below carefully before accessing the system.

**Before starting:**

- Ensure your browser is up to date and clear your browser cache and cookies.
- Make sure to close all browser sessions before you start the assessment and remember not to open unnecessary tabs or windows while working on the exercises.

**During the assessment:**

- Ensure you follow the assessment instructions precisely. Any deviation may result in failure of the exercise.
- Avoid access to any other practical systems during the assessment in any other browser session (including incognito).
- If you accidentally close the assessment browser, go back to learning.sap.com, log in again, and go back to the assessment.
- Should you encounter technical difficulties with the assessment, please refer to the FAQs or create a case with the support team.

**Ending the assessment**

- Select the *Confirm completion* button to submit your assessment. This button is in the browser tab where you initially accessed the assessment, and not in the system tab.
- Once you submit the assessment, you can no longer make changes. Do not attempt to access the system again once you have submitted your assessment.
- To get the result of your assessment, please wait for the validation process to complete (approximately 15 minutes). Your result (failed/passed) will be displayed under *My Certifications*. Click on your profile icon in the top-right corner of learning.sap.com and select *My Certifications*.

**Good luck with your assessment!**

Unit 1
Task 2

# Context

In the following assessment, you will perform a number of different roles in a fictitious company which sells bicycles and associated products. Your objectives are to:

- Use Customizing to implement a number of system configuration changes.
- Execute a series of core business processes, several of which test your configuration changes.

Your performance in each task will be evaluated to produce an overall score that determines a pass or fail for the exam. Please read every task carefully, and enter any data exactly as requested without alteration. Some input data is provided in tables or in the task descriptions. However, your input data is not limited to these parameters.

Caution:
Please make sure you always use your assigned group number (denoted as ## in the instructions). Your results will not be recorded if you are not using your own group number.

**To find your Group Number:**

In the remote desktop, click the Windows **Start** button. The Start Menu opens. In the menu, select the **Expand** icon (three white lines) in the top left corner. Then you will see your user name next to the user icon on the left-hand side of the screen (as shown in the screenshot below).

Your group number is equal to the two digits following *train-*. In the example below, the group number is **01**.

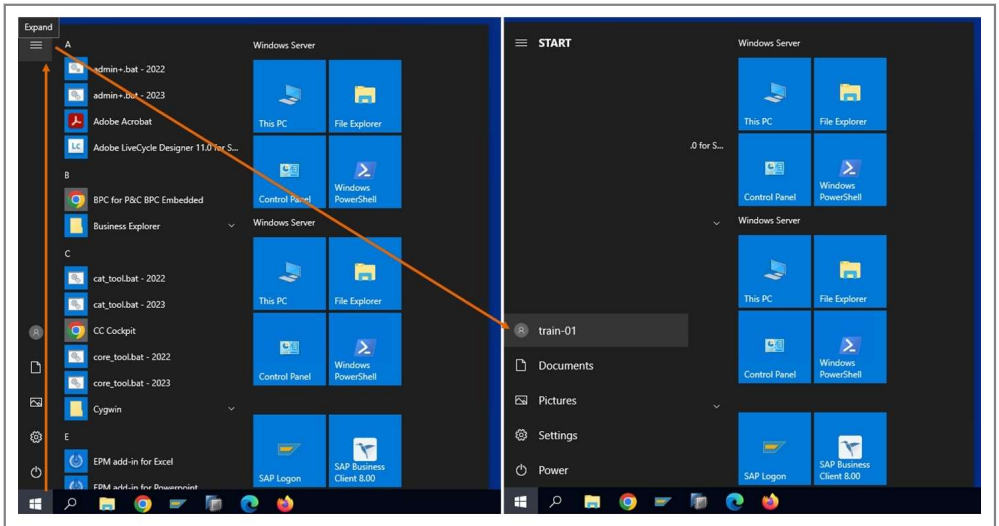



Figure 1: Finding your Group Number



Caution:
To keep the system running smoothly and avoid unnecessary costs, please follow the assigned exercises carefully when using the SAP landscape. Please avoid going beyond the exercise scope and **stay within your allocated resources** to help maintain a stable and efficient environment for everyone.



Note:
In the following tasks, you will be asked to create - among other things - new transactional data. If you are asked to create a specific transactional data object and you create more than one such object, SAP will evaluate your latest attempt only. For example, if you are asked to create a sales order and you create three sales orders, **only the order with the highest order number** will be evaluated.

Additional guidance for completing the tasks:

- You may work on the tasks in any order.
- Within each task, the individual task steps usually build on each other.
- Before you start work on each task, please read it carefully to ensure you have fully understood the requirements.

**Accessing the SAP Fiori Launchpad and SAP GUI:**

- Access the SAP Fiori Launchpad by searching for **`T41`** in the Windows Start menu and choosing the **S4HANA T41 Fiori Launchpad** app. Log on with user **`S4605-##`** (where ## represents your group number) and password **`Welcome1`**.
- Access the SAP GUI (back-end system) by searching for and choosing the **SAP Logon** app in the Windows Start menu. In the *SAP Logon 800* pop-up window, choose server **T41**. Log on with user **`S4605-##`** (where ## represents your group number) and password **`Welcome1`**.



Note:
If the *SAP Logon 800* pop-up window does not initially contain server **T41**, you can search for it by selecting the **`Variable Logon`** icon and entering **`T41`** in the *Search For:* field. Once found, choose the **`Next`** button, followed by the **`Log On`** button.

Unit 1
Task 3

# Execute an End-to-End Sales Process

> Note:
> Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

A customer - **Bella Bike ##** - contacts your company to order 10 units of your **Racing bike-Avanti##** product (where ## is your group number).

Using the SAP S/4HANA system, please execute a full end-to-end sales process consisting of the following steps:

- Create a sales order using the information provided by the customer.
- Create an outbound delivery referencing the sales order.
- In the delivery document, record that the product has been picked and post goods issue.
- Create a billing document based on the outbound delivery.

To complete these tasks in the system, you should perform the following steps.

1. First, create a standard sales order (order type **OR**) using the following data.

| Field | Value |
|---|---|
| *Order Type* | **Standard (OR)** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **C600-A##** |
| *Customer Reference* | **ETE##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **In 1 week** |
| *Material* | **P600-1##** |
| *Ordered Quantity* | **10** |

2. Create an outbound delivery referencing your sales order. Use the following data.

| Field | Value |
|---|---|
| *Shipping Point* | **1010** |

| Field | Value |
| --- | --- |
| *Planned Creation Date* | **`Suitable Date Range`** |

3. In the outbound delivery, record that the full ordered quantity has been picked. Then post goods issue.
4. Create a billing document to invoice the customer and ensure this has been posted to Financial Accounting.

Unit 1
Task 4

# Configure and Create a New Business Partner

> Note:
> Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

As part of its project implementation, your company is making some changes to business partner customization, which will impact creation of the customer master data to be used in your sales processes. A new customer account group **(ZK##)** and business partner grouping **(ZG##)** have been created to support these changes (where ## is your group number).

You have been asked to perform the synchronization of the business partner grouping and customer account group, ensuring that the same number is used for both the business partner and customer. When complete, you want to test this customization by creating a business partner using the new grouping. You want to create the business partner in the roles of **Customer** and **FI Customer**.

To complete these tasks in the system, you should perform the following steps.

1. In Customizing, synchronize business partner grouping **ZG##** and account group **ZK##** (where ## is your group number)
2. Using the SAP Fiori Launchpad, test your Customizing changes by creating a new customer called **Bike International ##** with the number **TS462-##** (where ## is your group number). Use the following data for your new customer.

Table 1: Basic Data

| Field | Value |
|---|---|
| *Business Partner* | **TS462-##** |
| *Grouping* | **ZG## - Ext.Alphanum. for Cust. ZK##** |
| *Name 1* | **Bike International ##** |

Table 2: Roles

| Role ID | Role Description |
|---|---|
| *FLCU01* | **Business Partner Customer** |
| *FLCU00* | **Business Partner FI Customer** |

Table 3: Address Data

| Field | Value |
|---|---|
| *Street* | **Bike Street** |
| *House Number* | **##** |
| *Postal Code* | **69190** |
| *City* | **Walldorf** |
| *Country* | **DE - Germany** |
| *Region* | **08 - Baden-Wuerttemberg** |
| *Language* | **EN - English** |

Table 4: Sales Area Data

| Field | Value |
|---|---|
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Currency* | **EUR** |
| *Shipping Conditions* | **Standard** |
| *Delivering Plant* | **1010** |
| *IncoTerms* | **EXW - Ex Works** |
| *IncoTerms Location 1* | **Hamburg** |
| *Payment Terms* | **ZB00 - Pay immediately w/o deduction** |
| *Account Assignment Group* | **01 - Domestic Revenues** |
| *Customer Pricing Procedure* | **S - Sales standard** |
| *Tax Category (for country DE)* | **TTX1** |
| *Tax Classification* | **1 - Liable for Taxes** |

Table 5: Company Code Data

| Field | Value |
|---|---|
| *Company Code* | **1010** |
| *Reconciliation Account* | **12100000** |

Unit 1
Task 5

# Create and Test a New Sales Order Type

> Note:
> Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

Your company often has surplus goods that need to be sold off at reduced prices in a special factory outlet. Only cash payment is accepted.

Customers select the desired goods in the shop, take them from the shelves and proceed to the checkout. Having paid, the customers take the goods immediately. Since customers can only purchase goods that are on display in the shop, no availability check or demand transfer is necessary. A special customer master record of a CPD customer (CPD00) is used for factory outlet customers.

It has been decided to create a new sales order type **ZV##** to support this process. Orders of this type should meet the following requirements:

- An outbound delivery should be created automatically when the order is saved.
- Items in these orders should be relevant for pricing and order-related billing.
- No availability check or transfer of requirements is required.

You have been asked to configure this change.

You then wish to test the change by executing a full end-to-end sales process consisting of the following steps:

1. Create a sales order, based on the information collected from a cash sales customer.
2. Check that an outbound delivery referencing the sales order has been created automatically.
3. In the delivery document post goods issue.
4. Create a billing document based on the sales order.

To complete these tasks in the system, you should perform the following steps.

1. In Customizing, create the new sales order type **ZV##** (where ## is your group number). The sales document type description should be **Factory Outlet ##** (again, where ## is your group number).

   > Note:
   > When creating your order type, you may wish to copy and adjust a suitable standard sales document type.

2. In Customizing, check that rules for item category determination and schedule line category determination exist for your new sales order type. Also, check that the proposed item and schedule line categories satisfy the above business requirements.

3. Create a **ZV##** sales order, using the following data.

| Field | Value |
|---|---|
| *Order Type* | **ZV##** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **CPD00**<br>Having entered the sold-to party, you receive a pop-up window requesting customer name and address information. Please use the following (where ## is your group number).<br>• *Name:* **Tina Bike ##**<br>• *Street:* **Dietmar-Hopp-Allee**<br>• *House Number:* **##**<br>• *Postal Code:* **69190**<br>• *City:* **Walldorf**<br>• *Language:* **English** |
| *Customer Reference* | **FO##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **Today** |
| *Material* | **P605-1##** |
| *Order Quantity* | **2** |

4. Check that an outbound delivery was automatically created when the order was saved. Post goods issue for the delivery.

5. Create a billing document and ensure this has been posted to Financial Accounting.

Unit 1
Task 6

# Configure and Test a Change to Revenue Account Determination



Note:
Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

When your company makes sales to its domestic customers, sales revenue is posted to G/L account number **41000000 (Revenue Domestic - Product)**.

Customer **C615-A## - Bertha Bike** (where ## is your group number) is one of your affiliated companies. In future, the revenue from this customer should be posted to G/L account number **49000000 (Net Income Trading Goods)**. This change is to be implemented in revenue account determination through use of a new Customer Account Determination Group, created specifically for use by customer **C615-A##**.

The posting of revenue from all other domestic customers should remain unaffected.

You have been asked to configure this change and then to test it.

To complete these tasks in the system, you should perform the following steps.

1. Create a standard sales order (order type **OR**) using the following data.

| Field | Value |
|---|---|
| *Order Type* | **OR (Standard)** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **C615-A##** |
| *Customer Reference* | **AD1##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **In 1 week** |
| *Material* | **P615-1##** |
| *Order Quantity* | **10** |

2. Create an outbound delivery referencing the sales order using the following data.

| Field | Value |
|---|---|
| *Shipping Point* | **1010** |

| Field | Value |
|---|---|
| *Planned Creation Date* | **Date range** |

3. In the delivery document, record that the material has been picked. Then post goods issue.
4. Create a billing document referencing the outbound delivery.
5. Display the journal entry (accounting document) created by the billing document and check that sales revenue has been posted to G/L account **41000000 (Revenue Domestic - Product)**.
6. In the billing document, use the account determination analysis for revenue accounts to identify which combination of key fields has been used in the determination of G/L account **41000000 (Revenue Domestic - Product)**.
7. In Customizing, identify which access sequence is used by condition type **KOFI**. Then examine the access sequence to determine which condition table uses the combination of key fields identified in the previous step.
8. In Customizing, create a new Customer Account Assignment Group. Please select the identity from the table below, depending on your group number. The description of the new customer account determination group should be **## Revenue** (where ## is your group number).

| Group Number | Customer Account Assignment Group | Group Number | Customer Account Assignment Group | Group Number | Customer Account Assignment Group |
|---|---|---|---|---|---|
| *01* | **AA** | *34* | **BH** | *67* | **CO** |
| *02* | **AB** | *35* | **BI** | *68* | **CP** |
| *03* | **AC** | *36* | **BJ** | *69* | **CQ** |
| *04* | **AD** | *37* | **BK** | *70* | **CR** |
| *05* | **AE** | *38* | **BL** | *71* | **CS** |
| *06* | **AF** | *39* | **BM** | *72* | **CT** |
| *07* | **AG** | *40* | **BN** | *73* | **CU** |
| *08* | **AH** | *41* | **BO** | *74* | **CV** |
| *09* | **AI** | *42* | **BP** | *75* | **CW** |
| *10* | **AJ** | *43* | **BQ** | *76* | **CX** |
| *11* | **AK** | *44* | **BR** | *77* | **CY** |
| *12* | **AL** | *45* | **BS** | *78* | **CZ** |
| *13* | **AM** | *46* | **BT** | *79* | **DA** |
| *14* | **AN** | *47* | **BU** | *80* | **DB** |
| *15* | **AO** | *48* | **BV** | *81* | **DC** |

| Group Number | Customer Account Assignment Group | Group Number | Customer Account Assignment Group | Group Number | Customer Account Assignment Group |
|---|---|---|---|---|---|
| *16* | **AP** | *49* | **BW** | *82* | **DD** |
| *17* | **AQ** | *50* | **BX** | *83* | **DE** |
| *18* | **AR** | *51* | **BY** | *84* | **DF** |
| *19* | **AS** | *52* | **BZ** | *85* | **DG** |
| *20* | **AT** | *53* | **CA** | *86* | **DH** |
| *21* | **AU** | *54* | **CB** | *87* | **DI** |
| *22* | **AV** | *55* | **CC** | *88* | **DJ** |
| *23* | **AW** | *56* | **CD** | *89* | **DK** |
| *24* | **AX** | *57* | **CE** | *90* | **DL** |
| *25* | **AY** | *58* | **CF** | *91* | **DM** |
| *26* | **AZ** | *59* | **CG** | *92* | **DN** |
| *27* | **BA** | *60* | **CH** | *93* | **DO** |
| *28* | **BB** | *61* | **CI** | *94* | **DP** |
| *29* | **BC** | *62* | **CJ** | *95* | **DQ** |
| *30* | **BD** | *63* | **CK** | *96* | **DR** |
| *31* | **BE** | *64* | **CL** | *97* | **DS** |
| *32* | **BF** | *65* | **CM** | *98* | **DT** |
| *33* | **BG** | *66* | **CN** | *99* | **DU** |

9. In Customizing, add a new entry to the condition table identified previously, using the following data.

| Field | Value |
|---|---|
| *App (Application)* | **V** |
| *CndTy. (Condition Type)* | **KOFI** |
| *Chrt/Accts (Chart of Accounts)* | **YCOA** |
| *S.Org (Sales Organization)* | **1010** |
| *AAGC (Customer Account Assignment Group)* | **As created in the previous step.** |
| *AAGM (Material Account Assignment Group)* | **01** |
| *ActKy (Account Key)* | **ERL** |

| Field | Value |
|---|---|
| *G/L Account* | **49000000** |

10. Edit the customer (business partner) master record for customer **C615-A##** (where ## is your group number). Change the customer account assignment group field to the new value created in step 8) above.

> Note:
> Please ensure you update the customer record for Sales Organization **1010**, Distribution Channel **10**, Division **00**.

11. Create another standard sales order (order type **OR** using the following data.

| Field | Value |
|---|---|
| *Order Type* | **OR (Standard)** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **C615-A##** |
| *Customer Reference* | **AD2##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **In 1 week** |
| *Material* | **P615-1##** |
| *Order Quantity* | **10** |

12. Create an outbound delivery referencing the sales order. Use Shipping Point **1010**.
13. In the outbound delivery, record that the material has been picked and post goods issue.
14. Create a billing document referencing the outbound delivery.
15. Display the journal entry (accounting document) created by the billing document and ensure that sales revenue has been posted to G/L account **49000000**.

Unit 1
Task 7

# Configure and Test Partner Determination

> Note:
> Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

Your company is introducing the option to enter manually the identity of the responsible employee as a header partner in sales orders of order type **ZA##** (where ## is your group number).

In these orders, the employee details are to be entered against a new Partner Function called **Counselor ##** (again, where ## is your group number).

Your task is to configure the change and then test it by creating a **ZA##** order with employee **Hugo Schmitt** assigned to the **Counselor ##** role.

To complete these tasks in the system, you should perform the following steps.

1. In Customizing, create a new Partner Function.

   Please use the identity from the table below, depending on your group number. As previously stated, the name of the partner function should be **Counselor ##** (where ## is your group number). Ensure the new partner function has a partner type of **Personnel Number**.

   > Note:
   > If you receive the warning message *Select a key from the allowed namespace*, please ignore this.

| Group Number | Partner Function | Group Number | Partner Function | Group Number | Partner Function |
|---|---|---|---|---|---|
| *01* | **YA** | *34* | **Y8** | *67* | **F6** |
| *02* | **YB** | *35* | **Y9** | *68* | **F7** |
| *03* | **YC** | *36* | **FA** | *69* | **F8** |
| *04* | **YD** | *37* | **FB** | *70* | **F9** |
| *05* | **YE** | *38* | **FC** | *71* | **NA** |
| *06* | **YF** | *39* | **FD** | *72* | **NB** |
| *07* | **YG** | *40* | **FE** | *73* | **NC** |
| *08* | **YH** | *41* | **FF** | *74* | **ND** |
| *09* | **YI** | *42* | **FG** | *75* | **NE** |

| Group Number | Partner Function | Group Number | Partner Function | Group Number | Partner Function |
|---|---|---|---|---|---|
| *10* | **YJ** | *43* | **FH** | *76* | **NF** |
| *11* | **YK** | *44* | **FI** | *77* | **NG** |
| *12* | **YL** | *45* | **FJ** | *78* | **NH** |
| *13* | **YM** | *46* | **FK** | *79* | **NI** |
| *14* | **YN** | *47* | **FL** | *80* | **NJ** |
| *15* | **YO** | *48* | **FM** | *81* | **NK** |
| *16* | **YP** | *49* | **FN** | *82* | **NL** |
| *17* | **YQ** | *50* | **FO** | *83* | **NM** |
| *18* | **YR** | *51* | **FP** | *84* | **NN** |
| *19* | **YS** | *52* | **FQ** | *85* | **NO** |
| *20* | **YT** | *53* | **FR** | *86* | **NP** |
| *21* | **YU** | *54* | **FS** | *87* | **NQ** |
| *22* | **YV** | *55* | **FT** | *88* | **NR** |
| *23* | **YW** | *56* | **FU** | *89* | **NS** |
| *24* | **YX** | *57* | **FV** | *90* | **NT** |
| *25* | **YY** | *58* | **FW** | *91* | **NU** |
| *26* | **YZ** | *59* | **FX** | *92* | **NV** |
| *27* | **Y1** | *60* | **FY** | *93* | **NW** |
| *28* | **Y2** | *61* | **FZ** | *94* | **NX** |
| *29* | **Y3** | *62* | **F1** | *95* | **NY** |
| *30* | **Y4** | *63* | **F2** | *96* | **NZ** |
| *31* | **Y5** | *64* | **F3** | *97* | **N1** |
| *32* | **Y6** | *65* | **F4** | *98* | **N2** |
| *33* | **Y7** | *66* | **F5** | *99* | **N3** |

2. In Customizing, create a new Partner Determination Procedure called **X##** (where ## is your group number). The description of the new procedure should be **Trade Fair ##** (again, where ## is your group number). Ensure the new procedure contains all of the partner functions included in the standard procedure already assigned to order type **ZA##**.



Note:
If you receive the warning message *Select a key from the allowed namespace*, please ignore this.

3. In Customizing, add the new partner function (created above) to the new partner determination procedure **X##**.

> Note:
> If you receive the warning message *Update the form's PDF template layout with print label changes*, please ignore this.

4. In Customizing, assign the new partner determination procedure **X##** to sales document type **ZA##**.
5. Test the change by creating and saving a trade fair order (order type **ZA##**) using the following data.

| Field | Value |
|---|---|
| *Order Type* | **ZA##** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **C605-A##** |
| *Customer Reference* | **PD##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **In 1 week** |
| *Material* | **P605-3##** |
| *Order Quantity* | **10** |
| *Partner Function: Counselor ## (in Sales Document Header)* | **Hugo Schmitt** |

Unit 1
Task 8

# Configure and Test a New Pricing Model

> Note:
> Throughout this exercise, when a value includes ##, please replace the ## characters with your group number.

Your company is introducing a modified pricing model to be used when a **ZA## (Trade Fair)** sales order is created. The change introduces a new condition type to calculate the customer's freight charge. Initially it will function similarly to the standard condition **KF00**, but the company may change this in future, subject to evolving business requirements.

You have been asked to configure the change and to test it.

To complete these tasks in the system, you should perform the following steps.

1. In Customizing, create a new Condition Type named **ZF##** (where ## is your group number). The description of the new condition type should be **## Freight Charge** (again, where ## is your group number). Configure the condition type so that, when condition records of this type are created, they behave as follows:

   - The **Start Date** automatically defaults to the first day of the current month.
   - The **End Date** automatically defaults to the last day of the current year.

   In all other respects, the condition type should be configured in the same way as the standard condition type **KF00**.

2. In Customizing, create a new Pricing Procedure named **Z##PRC** (where ## is your group number). The description of the new pricing procedure should be **## Pricing Procedure** (again, where ## is your group number).

   The new pricing procedure should be configured in the same way as the standard pricing procedure RVAA01, except that the **KF00** Freight condition in step **815** should be replaced with the new **ZF##** condition type.

3. In Customizing, create a new Document Pricing Procedure indicator.

   Please use the identity from the table below, depending on your group number. The name of the document pricing procedure should be **## Doc P/Proc** (where ## is your group number).

| Group Number | Document Pricing Procedure | Group Number | Document Pricing Procedure | Group Number | Document Pricing Procedure |
|---|---|---|---|---|---|
| *01* | **AA** | *34* | **BH** | *67* | **CO** |
| *02* | **AB** | *35* | **BI** | *68* | **CP** |
| *03* | **AC** | *36* | **BJ** | *69* | **CQ** |

| Group Number | Document Pricing Procedure | Group Number | Document Pricing Procedure | Group Number | Document Pricing Procedure |
|---|---|---|---|---|---|
| *04* | **AD** | *37* | **BK** | *70* | **CR** |
| *05* | **AE** | *38* | **BL** | *71* | **CS** |
| *06* | **AF** | *39* | **BM** | *72* | **CT** |
| *07* | **AG** | *40* | **BN** | *73* | **CU** |
| *08* | **AH** | *41* | **BO** | *74* | **CV** |
| *09* | **AI** | *42* | **BP** | *75* | **CW** |
| *10* | **AJ** | *43* | **BQ** | *76* | **CX** |
| *11* | **AK** | *44* | **BR** | *77* | **CY** |
| *12* | **AL** | *45* | **BS** | *78* | **CZ** |
| *13* | **AM** | *46* | **BT** | *79* | **DA** |
| *14* | **AN** | *47* | **BU** | *80* | **DB** |
| *15* | **AO** | *48* | **BV** | *81* | **DC** |
| *16* | **AP** | *49* | **BW** | *82* | **DD** |
| *17* | **AQ** | *50* | **BX** | *83* | **DE** |
| *18* | **AR** | *51* | **BY** | *84* | **DF** |
| *19* | **AS** | *52* | **BZ** | *85* | **DG** |
| *20* | **AT** | *53* | **CA** | *86* | **DH** |
| *21* | **AU** | *54* | **CB** | *87* | **DI** |
| *22* | **AV** | *55* | **CC** | *88* | **DJ** |
| *23* | **AW** | *56* | **CD** | *89* | **DK** |
| *24* | **AX** | *57* | **CE** | *90* | **DL** |
| *25* | **AY** | *58* | **CF** | *91* | **DM** |
| *26* | **AZ** | *59* | **CG** | *92* | **DN** |
| *27* | **BA** | *60* | **CH** | *93* | **DO** |
| *28* | **BB** | *61* | **CI** | *94* | **DP** |
| *29* | **BC** | *62* | **CJ** | *95* | **DQ** |
| *30* | **BD** | *63* | **CK** | *96* | **DR** |
| *31* | **BE** | *64* | **CL** | *97* | **DS** |
| *32* | **BF** | *65* | **CM** | *98* | **DT** |
| *33* | **BG** | *66* | **CN** | *99* | **DU** |

4. In Customizing, assign the new Document Pricing Procedure to Sales Document Type **ZA##** (where ## is your group number).

5. In Customizing, modify Pricing Procedure Determination such that your new pricing procedure is selected automatically as per the table below.

| Field | Value |
|---|---|
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Document Pricing Procedure* | **As created in the previous step.** |
| *Customer Pricing Procedure* | **S** |
| *Pricing Procedure* | **Z##PRC** |
| *Condition Type for Fast Entry* | **PR00** |

6. Create and save a condition record of Condition Type **ZF##** (where ## is your group number). Use the following data.

| Field | Value |
|---|---|
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *IncoTerms* | **EXW** |
| *Amount* | **10** |
| *Unit* | **EUR** |

7. Create a trade fair order (order type **ZA##**) using the following data.

| Field | Value |
|---|---|
| *Order Type* | **ZA##** |
| *Sales Organization* | **1010** |
| *Distribution Channel* | **10** |
| *Division* | **00** |
| *Sold-to Party* | **C605-B##** |
| *Customer Reference* | **PR##** |
| *Requested Delivery Date (Req. Deliv.Date)* | **In 1 week** |
| *Material* | **P605-1##** |
| *Order Quantity* | **10** |

Access the item condition screen in the sales order. Ensure that the ZF## freight condition has been captured and included in the pricing of the item.