

ORDER PROBABILITY

[DECEMBER 13, 2017 DHANAMMA HIREMATH LEAVE A COMMENT EDIT](#)

Order Probability

When Inquiry or quotation is created ,but you want to know whether Customer will follow through the purchase

Maintain the Probability percentage at customer record and Sales document type







The System Uses the Customer Master Probability percentage and Sales Document type probability percentage

The Combination of the two percentage results in an order probability percentage

The screenshot displays the SAP 'Change Customer: Sales Area Data' interface. At the top, there are navigation tabs: 'Other Customer', 'General Data', 'Company Code Data', and 'CIN Details'. Below these, a data entry section shows fields for 'Customer' (50), 'Sales Org.' (1000), 'Distr. Channel' (10), and 'Division' (02). The main area is divided into tabs: 'Sales', 'Shipping', 'Billing Documents', and 'Partner Functions'. The 'Sales' tab is active, showing a 'Sales order' section with various fields. The 'Order probab.' field is highlighted with a red box and contains the value '100 %'. Other fields include 'Sales district' (EAST), 'Sales Office', 'Sales Group', 'Customer group', 'ABC class', 'Currency' (INR), 'Indian Rupee', 'Switch off rounding', 'Product attributes', 'AuthorizGroup', 'Item proposal', 'Acct at cust.', 'UoM Group', 'Exch. Rate Type', and 'PP cust. proc.'.

Screen Shots 1

Change View "Maintain Sales Order Types": Details

New Entries      

Sales Document Type

SD document categ. Sales document block

Indicator

Number systems

No.range int.assgt. Item no.increment

No. range ext. assg. Sub-item increment

General control

Reference mandatory

Check division

Probability

Check credit limit

Credit group

Output application

Material entry type

Item division

Read info record

Check purch.order no

Enter PO number

Commitment date

Transaction flow

Screen sequence grp. Sales Order Display Range

Incompl.proced. FCode for overv.scr.

Transaction group Sales order Quotation messages

Doc. pric. procedure Outline agrmt mess.

Status profile Message: Mast.contr.

Alt.sales doc. type1 ProdAttr.messages

Alt.sales doc. type2 Incomplet.messages

Variant

Scheduling agreement

Corr.delivery type Delivery block

Usage

MRP for DivSchType

Screen Shots 2

Result : The Percentage availability for list of sales document ,thus you can Create list of sales quotation that highest probability of being confirmed first