

How to Define Sales Organization in SAP.

In this SAP training tutorials, you will learn how to to crate sales organization in SAP step by step.

What is Sales Organization in SAP?

In [SAP](#), sales organization represents an organizational unit used to controls to distribution and sales of goods & services in the organization. The organization is used to negotiate the sales terms and conditions with the customers. So sales organization is responsible for all business transactions related to sales, you need to assign sales organization to at-least one [company code](#) in SAP.

Sales organization -Implementation Process

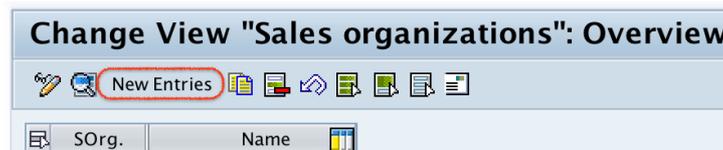
You can define sales organization in a [SAP system](#) by using one of the following navigation method.

- Transaction code: – [OVX5](#)
- Menu Path: –[SPRO](#) (tcode) –> [SAP Customizing Implementation Guide](#) –> Enterprise Structure –> Definition –> Sales and distribution –> Define copy, delete, check sales organization.

Step 1) Enter T-code “OVX5” in SAP command field as shown below and press enter to continue.



Step 2) On change view sales organizations overview screen, click on new entries button to create a new sales organization unit as per the requirements.



Step 3) On new entries screen, update the following details.

- *Sales organization*: – Update the four digits key that identifies the sales organization in SAP.
- *Description*: – Enter the descriptive text of sales organization.
- *Detailed Information*: – Under detailed information, you can required details like currency, Address text, letter header text, footer header text, Sales.org calendar, etc.
- *ALE: Data for purchase order*: – Under this option, you are required to enter the details like Purchase organization, Purchasing group, Plant, storage location, etc.
- After updating the details, press enter.

New Entries: Details of Added Entries

Sales Organization **TKSO TK Sales Org India**

Detailed information

Statistics currency

Address text name RefSorg.SalesDocType

Letter header text Cust.inter-co.bill.

Footer lines text Sales org.calendar

Greeting text name

Text SDS sender Rebate proc.active

ALE : Data for purchase order

Purch. Organization Plant

Purchasing Group Storage Location

Vendor Movement Type

Order Type

Step 4) Now you are required to update the sales organization address details.

Edit address: TKSO

Name

Title Company

Name TK Sales Organization India

Search Terms

Search term 1/2 TK

Street Address

Street/House number

Postal Code/City

Country IN Region

PO Box Address

PO Box

Postal Code

Company postal code

Communication

Language English Other Communication...

Telephone Extension

Mobile Phone

Fax Extension

E-Mail

Standard Comm.Method

Data line

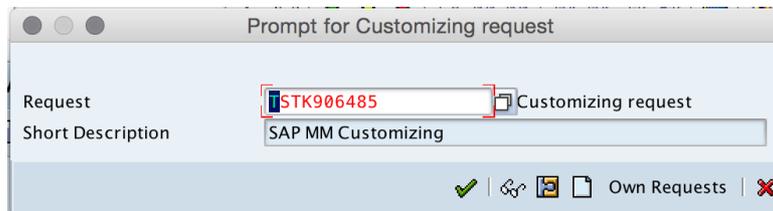
Telebox

Comments

Preview International Versions

Step 5) After maintaining all the required details, click on save button.

Now you are prompted for customizing request, create new request or choose existing request and save the data.



Successfully we have defined sales organization in SAP systems.

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SAP SD Enterprise Structure

- ↳ SAP SD - Define Sales Organization

- ↳ SAP SD - Define Distribution Channel

- ↳ SSAP SD - AP SD - Define Division

- ↳ SAP SD - Maintain Sales office

- ↳ SAP SD - Define Sales Group

- ↳ SAP SD - Define Sales Area

- ↳ SAP SD - Define Company Code

- ↳ SAP SD - Define Shipping Point

SAP SD - Assignment of Organizational Units

- ↳ SAP SD - Assigning a Sales Organization to a Company Code

- ↳ Assigning a Distribution Channel to a Company Code

- ↳ SAP SD - Assigning a Division to a Sales Organization

- ↳ SAP SD - Assigning a Sales office to a Sales Area

- ↳ SAP SD - Assigning a Sales Group to a Sales Office

- ↳ SAP SD - Assigning a Sales Area to Credit Control Area

- ↳ SAP SD - Define sales area

SAP SD Customer Master Data

- ↳ SAP SD - Create customer account groups

- ↳ SAP SD - Maintain number ranges for customer account groups

- ↳ SAP SD - Assign number ranges to customer account groups

- ↳ SAP SD - Define tolerance group for Customers

- ↳ SAP SD - Create sundry debtors accounts

- ↳ SAP SD - Partner determination procedures

- ↳ SAP SD - Create Customer Master Record

SAP SD Pricing & Tax Determination

- ‡ SAP SD - What is pricing
- ‡ SAP SD - Maintain condition tables
- ‡ SAP SD - Maintain access sequences
- ‡ SAP SD - Maintain condition types
- ‡ SAP SD - Maintain pricing procedure
- ‡ SAP SD - Define pricing procedure determination

SAP SD Sales Documents

- ‡ SAP SD - Define order reasons
- ‡ SAP SD - Define purchase order types
- ‡ SAP SD - Define item categories
- ‡ SAP SD - Assign item categories
- ‡ SAP SD - Define item category groups
- ‡ SAP SD - Define schedule line categories
- ‡ SAP SD - Assign schedule line categories
- ‡ SAP SD - Define sales document type

SAP SD - Billing process

SAP SD - Credit and Risk Management

- ‡ SAP SD - Maintain credit control area
- ‡ SAP SD - Assign credit control area to company code
- ‡ SAP SD - Define risk categories
- ‡ SAP SD - Define credit groups
- ‡ SAP SD - Assign sales documents & delivery documents
- ‡ SAP SD - Credit limit for customers

SAP SD - Reports and Analysis

SAP TCodes

- ‡ SAP TCodes
- ‡ SAP SD TCodes