Sales Order Process

	Order	Shipment	Invoicing	Journals	ERP

Customer
- Create PO for required product
- Receive product
- Receive invoice

Order Entry
- Existing Customer → Yes → Enter order → Approve quantity for shipment
- Automatic Pricing → No → Enter pricing

Sales
- Price Lists
- Yes → Approve pricing

Shipping
- Inventory → Ship order
- Post → Accrual Journal

Finance
- No → Create Customer → Automatic Pricing → Yes → Assign price list
- Create invoice → Post → Invoice Journal
- Interface
- General Ledger
- Accounts Receivable