
DSO647 Target Quantity Breakdown

Overview

This program breaks down the target quantity into sales reps and excludes sales reps if they are defined in control file or if left as blank sales rep (or any customer level entered) by a calculated percentage. The percentage breakdown is determined by the history of rep sales for a comparative ISBN.

Examples

This section illustrates examples concerning:

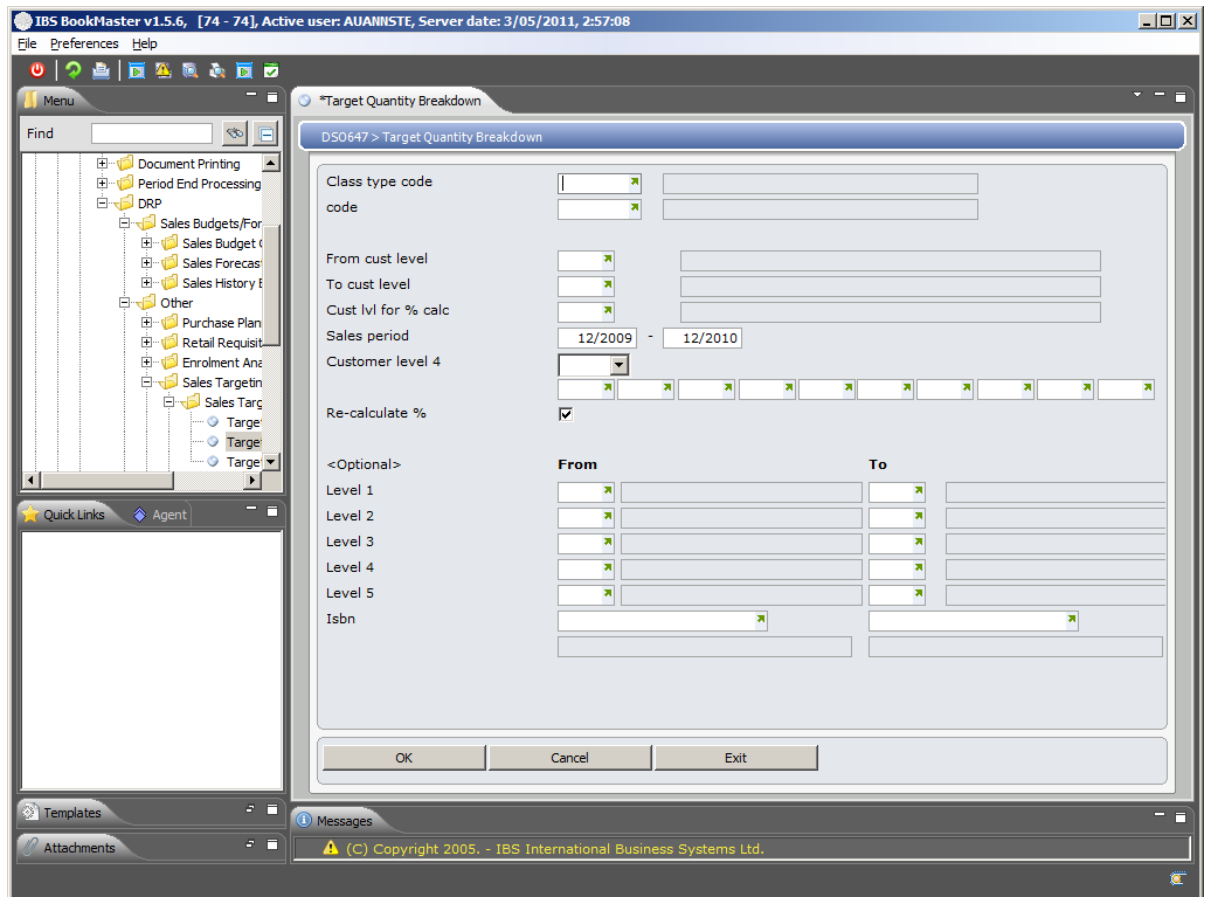
[Example 1: Target Quantity Breakdown](#)

Example 1: Target Quantity Breakdown

This example describes how system breaks down target quantity into sales representatives.

1. Select option **Target Quantity Breakdown** from Base Modules> Distribution> Other> DRP> Other> Sales Targeting> Sales Targeting menu.

DSO647 Target Quantity Breakdown panel is displayed.



Relevant Fields

- | | |
|----------------------------------|---|
| Class code | Entry is mandatory once the item class type has been entered. Validation of this field depends on classification type selected. |
| From cust level | A customer level is mandatory. A range of customer levels can be selected. |
| To customer level | A customer level is mandatory. |
| Customer level for % calculation | Entry of customer level for percentage calculation is mandatory. |
| Sales period | The range of sales period defaults to the current sales period and may be overridden. |
| Customer level 4 | Optionally enter whether to include or exclude this customer level. |
| Recalculate | This flag determines whether or not to calculate the percentage. |
| Level 1 - 5 | Optionally select valid Item Levels. |
| ISBN | An Item is optional. |

2. Key in all the required fields and click **OK** to confirm the selection. Target quantities are breakdown into the sales representatives. Message 'Job Completed' is displayed.