

Sales Price Group Setting

Module Guide: Sales Price Group Settings

Module Location

Sales > Sales Trade Agreement > Sales Price Group Settings

Module Objective

The **Sales Price Group Setting** module is used to create and manage various pricing schemes or price lists. This setup allows the company to apply different pricing structures that can be targeted at specific customer categories and for specific products. It is a core component of the company's pricing strategy.

1. Main View (Price Group List)

The main page of this module displays a list of all Price Groups that have been created.

<input type="checkbox"/>	Group Code	Group Name	Last Update	Updated By
<input type="checkbox"/>	MGFI	Mega Global	12 Apr 2022	Pipit Sri Wahyuningsih
<input type="checkbox"/>	SMPL	Sampling	10 Mar 2022	Ninik Hartiani
<input type="checkbox"/>	MN1	MNN	29 Jan 2022	Pipit Sri Wahyuningsih
<input type="checkbox"/>	MND	Mondelez	29 Jan 2022	Pipit Sri Wahyuningsih
<input type="checkbox"/>	BS	Recycle	29 Jan 2022	Pipit Sri Wahyuningsih
<input type="checkbox"/>	H005	MNN	27 Feb 2021	
<input type="checkbox"/>	M003	Mondelez	25 Jul 2020	
<input type="checkbox"/>	GA	Recycle	14 Mar 2020	

View Explanation

This page is for viewing and managing all existing pricing schemes.

- **Filter:** You can search for a specific price group using the search bar based on the **Group Code**.
- **Group List:** The table below displays a summary of each existing price group, with columns for **Group Code**, **Group Name**, **Last Update**, and **Updated By**.

Button Functions

- **New:** The primary button to create a new Price Group.
- **Delete:** To delete a selected price group.

2. Steps to Create a New Price Group

Step 1: Create a New Price Group

From the Main View, click the **New** button to open the **Add Sales Price Group** form. 

Step 2: Fill in Basic Information

Fill in the general information about the price group to be created:

- **Group Code & Group Name:** Provide a unique code and a clear name for your price group (e.g., "PRICE-DISTRIBUTOR-EASTJAVA").

Group Code * :

Group Name * :

- **Period:** Define the start and end dates for the validity period of this pricing scheme.

Period : To

- **Currency & Payment Terms:** Select the applicable currency and payment terms.
 Currency * : IDR
 Payment Terms * : All

Step 3: Define Target Customers

In the **Customer Category** section, select which customer categories will receive this pricing scheme. Move the relevant categories from the left box to the **Selected Category** box on the right using the >> button.

Step 4: Define Applicable Products

In the **Available Item(s)** section, select which products are included in this pricing scheme. Move the relevant products from the left box to the **Selected Item(s)** box on the right using the >> button.

Step 5: Save the Price Group

After all settings are complete, click the **Save** button in the bottom-left section to create the price group framework. Save

Next Step: Filling in the Prices

After a price group is successfully created, the next step is to fill in the price for each product within it. This process is usually done by clicking on the newly created price group from the Main View to open a specific price entry form.

Tips & Important Notes

- This module allows you to have different pricing strategies for different market segments (for example, the price for Modern Trade can be different from the price for General Trade).
- Ensure the **Period** is filled in correctly to control the validity period of each pricing scheme.
- The price groups created here will later become options in the **customer master data** or when **creating a sales transaction** to determine the price that will be used.

Revision #3

Created 4 August 2025 15:30:17 by Muhammad Ali Akbar

Updated 8 August 2025 13:48:19 by Muhammad Ali Akbar