Business Rules & Decision Tables (SAP ERP (Mock) — BA Case Study)

Scenario: Order-to-Cash (O2C) with credit and pricing controls

Target system: Mock SAP ERP (example reference: SAP S/4HANA SD + FI-AR + FSCM Credit Management)

Version: 0.1 (English-first, locked baseline)

Date: 2026-01-19

1) Locked baseline policies

To keep the case study consistent end-to-end:

- Pricing override requires approval when discount exceeds threshold.
- Credit block occurs when exposure exceeds credit limit.
- Credit memo requires approval above threshold.
- All approvals require reason codes and audit logs.

Default thresholds (configurable):

- Discount override threshold: 10% line discount or 5% order discount
- Credit memo approval threshold: 1,000 USD (or equivalent)

2) Rule catalog

BR-PRC-001 — Discount override approval

- If requested discount exceeds threshold, approval by Sales manager is required.

BR-CRD-001 — Credit block on limit exceed

- If credit exposure > credit limit, sales order is blocked for delivery/billing until released.

BR-CRD-002 — Credit block release SoD

- A user cannot release their own credit block decision when SoD is enabled.

BR-BIL-001 — Credit memo approval

- Credit memo above threshold requires Billing manager/Finance approval.

BR-AUD-001 — Audit trail mandatory

- Pricing override, credit release, and credit memo must capture reason + before/after.

3) Decision tables

DT-PRC-001 — Pricing override approval
Inputs:

- Discount %
- Threshold exceeded? (Yes/No)
- Approver available? (Yes/No)

Outputs:

- Allow save? (Yes/No)
- Approval required? (Yes/No)

Condition / Rule	R1	R2	R3
Threshold exceeded	No	Yes	Yes
Approver available	N/A	Yes	No
Allow save	Yes	Yes (pending approval)	No
Approval required	No	Yes	Yes

DT-CRD-001 — Credit block
Inputs:

- Exposure > limit? (Yes/No)
- Customer risk rating high? (Yes/No)

Outputs:

- Block? (Yes/No)

Condition / Rule	R1	R2	R3	R4
Exposure > limit	No	No	Yes	Yes
High risk rating	No	Yes	No	Yes
Block	No	No	Yes	Yes

DT-BIL-001 — Credit memo approval
Inputs:

- Credit memo amount
- Above threshold? (Yes/No)

Outputs:

- Approval required? (Yes/No)

Condition / Rule	R1	R2
Above threshold	No	Yes
Approval required	No	Yes

4) Notes
- Threshold values should be configurable by policy.
- All approvals must be recorded (who/when/reason).