1.      **What is sales order?**

**Ans**- A contractual document between sales organization and consumer for supplying material for payments.

2.      **What is Standard sales order in Oracle Fusion?**

**Ans**- It is sales order in which product supplier ship the material and bill to the customer is known as standard sales order.

3.      **What is ship only?**

**Ans**- When supplier ship the demo/sample product without bill, it is known as ship only .

4.      **What is bill only?**

**Ans**- When supplier bill to customer without shipment is known as bill only .

5.      **What is Return sales order?**

**Ans**- Supplier credit to the customer for returned material is known as Return sales order.

6.      **What is Return only?**

Supplier not paying for customer returned material then it is known as return only.

7.      **What is Credit only?**

**Ans**- Crediting the amount to customer for damaged product without receiving material.

8.      **What is Order to Cash Cycle?**

**Ans**- Sales Order against Source enquiry>Sales order creation>shipping>Billing>Payment Receipt>posting to ledger

9.      **What is drop ship sales order?**

**Ans**- The sales organization wont deliver the product directly to the customer, sales organization uses third party supplier to directly deliver the product to customer. Ex- We Place order to amazon then amazon delivers product directly from third party supplier.

10.  **What is back to back order?**

**Ans**- Customer place the order to organization and organization place purchase order to supplier. Supplier delivers material to organization and organization delivers material to customer to fulfill sales order.

11.  **What is back order?**

**Ans**- 1) When on hand qty is less than requested qty then system will create backorder for short qty. 2) At time of shipping if partial qty are pick for shipping then system create new line for remaining qty and sends back to source Subinventory.

12.  **What is Transfer order? - Internal Sales**

**Ans**- Tr**ans**fer order is internal sales order to fulfill internal requisition with document support. Tr**ans**fer order represent demand and supply in single document.

13.  **Explain header status in sales order?**

**Ans**- Draft > Awaiting Approval -> Approved -> Processing > Closed (Update or close sales order - End of the month)

14.  **Explain line status in sales order?**

**Ans**- Created > scheduled > Reserved >Awaiting shipping > Shipped > Awaiting billing > Closed

15.  **Can we apply discount while creating sales order? How?**

**Ans**- yes. We can apply discounts manual and we can apply discounts based on the discount rule

16.  **What is significance of orchestration?**

**Ans**- It is used to identifying next step in sales order/it helps us identifying the type of sales order

17.  **What is significance of availability screen?**

**Ans**- Available-to-promise (ATP) rules enable you to determine the availability of a product item for current and future demand.

18.  **What will be reason for sales order goes on hold automatically?**

**Ans**- When customer don’t have credit availability.

19.  **Explain sourcing rule set up.**

**Ans**- It is used to identify the Fulfillment for the sales order. We can select applicability of rule Local or global, effectives date of rule and nature of sourcing i.e. transfer from or buy from.

20.  **Is pricing independent of GOP?**

**Ans**- Yes. We can update item price any time without running collections

21.  **Mandatory Setups for Picking/Shipping**

**Ans**- Release Sequence Rule, Pick slip Grouping Rule, Ship Confirm Job Set, Stage Sub Inventory, Document Categories, Document Sequencing, Shipping Parameters, Pick wave Rule, Picking Rule (LIFO, FIFO)

22.  **What are the pricing setups**

**Ans**- Pricing lookups, 1.Customer Pricing Profile 2. Pricing Segment 3. Price List 4. Pricing Strategy 5. PST Assignment.

23.  **Roles required for Pricing Setups**

**Ans**- Pricing Administrator

24.  **Who can approve Price list**

**Ans**- Pricing Manager

25.  **While creating PL not able to see BU in LOV**

**Ans**- Data access missing

26.  **Setups required for creating SO with same item with different UOM (eg. Ea and Dz)**

**Ans**- Price List having different charges for different UOM for same item

27.  **IN PL  we define price for 1)item 2) Category 3)Default Price**

**Ans**- Item>Category>Default Price Preference List

28.  **At which Stage item is moved from warehouse to Staging SI**

**Ans**- During sales order process automatically pick wave move order created to move the stock from Source SI to Destination SI

29.  **At what stage order can't be cancelled?**

**Ans**- After Ship Confirm

30.  **What is meant by dunning letter**

**Ans**- Reminder notifications sent to customers in case late payments

31.  **What is the importance of credit Hold check box in customer profile screen?**

**Ans**- To hold all SO for that customer irrespective of credit limit

32.  **What types of actions can be controlled by using processing constraints**

**Ans**- Sales Order Updation, Split, Cancelation, edit,

33.  **How to customize the orchestration?**

**Ans**- Keeping the required steps and removing unrequired steps & we can also write our own conditions/validations against the orchestration steps

34.  **What are seeded orchestration available?**

**Ans**- DOO\_OrderFullfilmentGenericProcess, Bill Only, Ship Order Generic Process, ReturnOrderGeneric Process

35.  **What are imp Item Attributes for a SO**

**Ans**- Customer orderable, Shippable, Invoicable, Returnable, Reservable Order mgmt. tr**ans**action enabled, Planning (MPP or MRP) for collections,

36.  **Imp attributes for B2B order in addition to general attributes**

**Ans**- B2B Yes for back to back, Purchasing Price need to populate

37.  **For Ship only order which attributes should be set -> Yes and which attributes should be -> No**

**Ans**- Invoice -> No and Rest should be -> Yes

38.  **For Bill only order which attributes should be set -> Yes and which attributes should be -> No**

**Ans**- Invoice -> Yes and Shippable -> No

39.  **What is the setup required to default values in the Sales Order**

**Ans**- Pretra**nsf**ormation Rule for SO

40.  **Is approval available for SO**

**Ans**- Yes

41.  **Who can approve SO**

**Ans**- Individual, Position, Approval Group, Supervisor Hierarchy

42.  **Can we set approvals for Price List**

**Ans**- No. Only through customization by Oracle this feature can be enabled

43.  **What is meant by Return Price list**

**Ans**- Return Price list is used when Selling price and return price are not same. Also when we need to charge for return i.e. restocking fee

44.  **What is meant by Lead time?**

**Ans**- Lead time is the time taken to complete the stock availability

45.  **What is meant by ceiling price list and floor price list?**

**Ans**- Ceiling price is maximum price that we sell to customer whereas floor price is minimum price we sell to customer.

46.  **When we use order fulfillment generic process?**

**Ans**- When its standard sales order from warehouse, drop ship and back to back.

47.  **Mandatory roles for GOP?**

**Ans**- Order Promising Manager, Supply chain planning application administrator, Supply chain controller

48.  **Roles for Order Management?**

**Ans**- Order Entry Specialist, Order Manager, Order Orchestration Error Recovery Manager

49.  **Setups for Order Management?**

**Ans**- Pricing set up + picking and shipping + GOP + DOO

50.  **Setups for DOO?**

**Ans**- Manage Orchestration Process Definitions, Order Lookups, Process Assignment rules for sales orders.

51.  **Set ups for GOP?**

**Ans**- Planning source system, Collection Planning Data, Sourcing Rule, Source assignment, ATP Rule, Refresh and start order promising server.

52.  **Is it possible to do partial picking and partial shipping?**

**Ans**- Yes, Sales order line split into two - One Line one for shipped and another for backordered.

53.  **How lead time functionality work in ATP rule?**

**Ans**- Scheduled Ship date generated as per lead time but if stock available we can ship material before scheduled ship date.

54.  **For any Sales Order - If on hand qty is not available**

**Ans**- Then system will create back to back order.

55.  **What is one step process release rule, how it works?**

**Ans**- Pick Release Manual, Pick & Ship Confirm - Automatic

56.  **Is it possible to apply manual and automatic discount in same sales order?**

**Ans**- Yes. It is possible

57.  **What is freight charge functionality?**

**Ans**- We can add freight charges to the sales order based on the Carrier and Item but currently it is not working.

58.  **How credit hold and release works?**

**Ans**- Sales order value is more than the customer credit availability system automatically hold the sales order and we can manually release it from fulfillment screen.

59.  **Can we create sales order without source rule and sourcing assignment of item?**

**Ans**- Yes. We can enter Warehouse/Supplier under the sales order supply tab and ATP rule is option.

60.  **What is quote to cash order?**

**Ans**- CPQ >Configure price quote- we create quote for sales order before creating sales order. Quote to cash: Quotation > customer acceptance > convert to order > booking > picking > shipping > invoice > receipt payment > transfer to GL.

61.  **When we use sourcing rule and atp rule in sales order?**

**Ans**- ATP rule is required to identify the scheduled ship date for the sale order and Sourcing rule is used to identify the source/fulfillment for the sales order

62.  **Sourcing rule and sourcing assignment are mandatory for drop ship order?**

**Ans**- no this is optional setup

63.  **Dropship Configurations?**

**Ans**- Profit Center BU, SCO, Preparer, Item List/Purchase Price, Sourcing Rule (optional)

64.  **Back To Back Configurations?**

**Ans**- Item Back To Back, List Price, Preparer, Buy from Sourcing Rule

65.  **Difference B/W Dropship & Back To Back**

**Ans**- Dropship: We request supplier to ship the product to customer and Back To Back: We receive product from the supplier and we delivery to our customer

66.  **What is meant supplier order?**

**Ans**- Its link between Demand and Supply

67.  **What is the importance of picking rule**

**Ans**- Picking rule helps us to identify which stock to be picked for the sales order based LIFO, FIFO, and FEFO etc.

68.  **What are the documents generated during sale order picking process**

**Ans**- pick slip report,

69.  **What are the documents generated during sale order shipping process**

**Ans**- shipment advice, packing slip, bill of lading, ship confirm documents

70.  **Is it possible to control sales order numbering sequence?**

**Ans**- Not possible.

71.  **How you acknowledge sales order to the customer?**

**Ans**- you can send mail to customer - From sales order header section>Action > Create doc > Send Email

72.  **What is the importance of Manage Shipment Interface Program?**

**Ans**- deduct the on-hand from Inventory and interface the records from Order management to Account Receivables interface

73.  **Is it possible to Bulk Release Sales Orders and How?**

**Ans**- yes. We can set release sequence rule for bulk release. While releasing click on add to release schedule instead of release now.

74.  **What is Picking Job Set & Shipping Job Set?**

**Ans**- shipping job set: A shipping document job set is grouping of reports generated at the time of pick release or shipment confirmation

75.  **Can you please explain about Jeopardy?**

**Ans**- Jeopardy indicates the severity of a delay of a task in an orchestration process. You can modify the predefined range of jeopardy scores for a jeopardy priority to control how Order Management calculates and displays jeopardy.

76.  **Dropship Sales Order Statuses?**

**Ans**- Created > Scheduled > Purchase requisition created > PO Created > awaiting shipping >shipped > awaiting billing > closed

77.  **Back To Back Sales Order Statuses?**

**Ans**- created > Scheduled > supply request complete > awaiting shipping >shipped > awaiting billing > closed

78.  **Explain Transfer Order flow?**

**Ans**- Create internal purchase requisition with source type inventory. It will generate transfer order. Perform picking and shipping against transfer order from source inventory org and perform receive and put away from destination inventory org.

79.  **Can we apply holds to sales order manually?**

**Ans**- Yes.

80.  **What is the program to generate invoice automatically from the sales order?**

**Ans**- Import auto invoice

81.  **What are the steps in the DOO\_OrderFullfilmentGenricProcess, can you pls explain one by one?**

**Ans**- Scheduled > Conditional > Request Supply > Pause > Create Back to Back Shipment Request > Wait for Back to Back Shipment Advice > Create Purchase Request > Wait for Procurement > Create Reservation > Create Shipment Request

82.  **What is the sales order reservation process?**

**Ans**- After submitting sales order system automatically create inventory reservation against sales order. You can manually unreserved the stock and use to fulfill another sales order.

83.  **What is the importance of Allow Partial Shipment?**

**Ans**- If we set allow partial shipment to NO then Order management will not allow to fulfill one order with multiple shipments.

84.  **What is the importance of Ship Lines Together?**

**Ans**- Ship lines together > YES then All lines will ship and arrive on the same date. AND Ship lines together > No then we can ship line on different dates.

85.  **Sales order information stored under which tables?**

**Ans**- DOO\_HEADERS \_ALL , DOO\_LINES\_ALL

86.  **What is the accounting impact for the sales order?**

**Ans**- Sales Order Picking:  Source SI - Inventory Valuation Acc CR & Offset DR, Destination SI - Inventory Valuation DR & Offset CR & Sales Order Shipping - Deferred Cogs DR Inventory Valuation CR

87.  **What is item validation organization setup?**

|  |
| --- |
| **Ans**- In OM module Items are validated against Inventory organization therefore In manage order parameter set up we define item validation organization. |

88.  **Pricing Scenario Related Questions? how to achieve customer specific , Bu specific**

**Ans**- Using matrix class we can create condition column to achieve customer specific and BU specific pricing scenario.

89.  **What is Matrix Class?**

**Ans**- This configuration is used to setup own conditions to identify the pricing strategy

90.  **What is pricing strategy?**

**Ans**- pricing strategy specifies the price, cost, discount, currency conversion, shipping rules, and return price that Pricing uses to help meet the pricing objective of the pricing strategy

91.  **what are types of holds**

**Ans**- automatic hold (credit check hold) & manual hold

92.  **what are the process constraints**

**Ans**- process constraints prevent user from adding updating, deleting, splitting lines and cancelling order or return information.

93.  **What will happen if we differ interface during ship confirm process?**

**Ans**- inventory will not be interfaced and it will not decremented.

94.  **what are collection type in collect planning data**

**Ans**- 1) targeted 2) net charge 3) automatic

95.  **what are data type in collection planning data**

**Ans**- reference data, demand planning data & supply planning data

96.  **what is difference between global sourcing rule & local sourcing rule**

**Ans**-

Global sourcing rule: is applicable for all inventory org, you can create sourcing rule (Transfer from, Buy, Make)

Local sourcing rule: Only applicable to one inventory org. You can create sourcing rule (transfer from, buy from and make)

97.  **is it possible to rank inventory org on the basis of quantity**

**Ans**- yes. We can rank the inv org on the basis of from qty and less than qty

98.  **what are the promising modes of ATP Rule**

**Ans**- 1) supply chain search 2) lead time 3) infinity availably

99.  **Is it possible to create sales order in foreign currency**

**Ans**- yes. With the help of currency conversion list

**100. In case of drop ship sales order can we change the supplier at the time of PO creation?**

**Ans**- Yes

**101.  Can we cancel drop ship after PO received**

|  |
| --- |
| **Ans**- it is depend on process constraints. |

102.  **Types of sales order**

**Ans**- 1) standard SO 2) Bill only 3) ship only 4) return for credit 5) return only 6) return for credit  7) cancel the item 8) B2B SO 9) Drop ship SO

**103.  Types of Item or service PL**

**Ans**- Segment, Ceiling, Floor and GSA

**104.  After the invoice created where you will see invoice number on the sales order screen**

**Ans**- Fulfillment screen -> Action -> Fulfillment details

**105.  Where you will see Sales Order number in the Dropship PO?**

**Ans**- PO Lines -> Schedules

**106.  Where you will see Sales Order number in the Back-to-back PO?**

**Ans**- PO Lines -> Schedules

**107.  Please explain different lead times available?**

**Ans**- Preprocessing lead time, processing lead time, post process lead time, cumulative mfg lead time and total cumulative lead time.

**108. What are the program that will run after the ship confirm process**

**Ans**- Bill of lading, pack slip report, shipment advice, commercial invoice, Manage shipment Interface

**109.  Pls explain the picking process?**

**Ans**- During the picking process pick wave request automatically created to move the stock from source SI to stage SI based on the picking rule

**110.  What the significance of Auto Confirm Pick & Create Shipments**

**Ans**- It will helps to pick confirm and ship confirm automatically

**111.  What is the difference between Invoice & Credit Memo?**

**Ans**- Invoice created for the sales order and credit memo created for the return order to return the payment