# Exercise 60: Create a Sales Order with Reference to a Quotation

Follow this menu path:

**Logistics → Sales and Distribution → Sales → Order → Create** Enter the following data:

|  |  |
| --- | --- |
| Order Type | OR |
| Sales Organization | UE00 |
| Distribution Channel | WH |
| Division | BI |

Click Create with Reference.

Enter your quotation number and click Copy. If you need to search for it, search by customer.

Enter the following data:

|  |  |
| --- | --- |
| Cust. Reference | Your DC Bikes Customer |

Click the Item Conditions icon (below the items section)

|  |  |
| --- | --- |
| What is the profit on the order? |  |

Click Back.

Click the Schedule lines icon.

|  |  |
| --- | --- |
| What is the value in Confirmed Qty.? |  |
| What is the Delivery Date? |  |

Click Back then Save.

|  |  |
| --- | --- |
| What is your Sales Order number? |  |