# Exercise 59: Create a Sales Order with Reference to a Quotation

Log on to the Fiori launchpad.

Click the Create Sales Order tile.

Enter the following data:

|  |  |
| --- | --- |
| Order Type | OR |
| Sales Organization | UW00 |
| Distribution Channel | IN |
| Division | BI |

Click More → Sales Document → 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 | 12### |

Click the Item Conditions icon (above the items section)

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

Click Back.

Click the Schedule lines icon.

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

Click Back then Save.

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