

Sales in FrontAccounting

Spoken Tutorial Project

<http://spoken-tutorial.org>

National Mission on Education through ICT

<http://sakshat.ac.in>

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Learning Objectives



Learning Objectives

- **Sales Types**



Learning Objectives

- Sales Types
- Sales Persons



Learning Objectives

- Sales Types
- Sales Persons
- Sales Areas



Learning Objectives

- Sales Types
- Sales Persons
- Sales Areas
- Add and manage Customers and Branches



Learning Objectives



Learning Objectives

- Sales Quotation Entry



Learning Objectives

- Sales Quotation Entry
- Sales Order Entry



Learning Objectives

- Sales Quotation Entry
- Sales Order Entry
- **Make Delivery**



Learning Objectives

- Sales Quotation Entry
- Sales Order Entry
- Make Delivery
- Sales Order Inquiry



System Requirements



System Requirements

- **Ubuntu Linux OS version 14.04**



System Requirements

- **Ubuntu Linux OS version 14.04**
- **FrontAccounting version 2.3.25**



Pre-requisites



Pre-requisites

- **Knowledge of Higher Secondary Commerce**



Pre-requisites

- Knowledge of Higher Secondary Commerce
- Knowledge of Accounting



What is Sales ?

Sales is



What is Sales ?

Sales is

- **an activity related to selling**



What is Sales ?

Sales is

- an activity related to selling
- or the amount of goods or services sold in a given time period



Need of Sales in books of Accounts



Need of Sales in books of Accounts

- **Every business sells products or services**



Need of Sales in books of Accounts

- **Every business sells products or services**
- **It has to record them in their book of accounts**



Need of Sales in books of Accounts

- **Selling an item, does not always happen when cash is received**

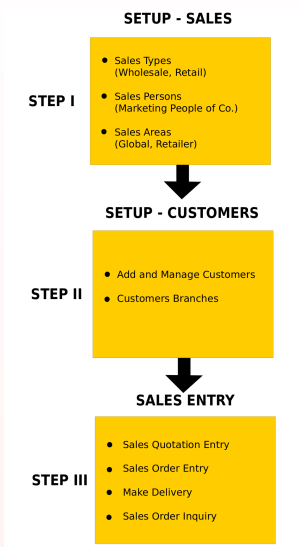


Need of Sales in books of Accounts

- Selling an item, does not always happen when cash is received
- Payment is received in the future for a sale made on an account



Flow for Sales Entry



SETUP - SALES

STEP I

- Sales Types
(Wholesale, Retail)
- Sales Persons
(Marketing People of Co.)
- Sales Areas
(Global, Retailer)



Setup Customers

SETUP - CUSTOMERS

STEP II

- Add and Manage Customers
- Customer Branches



SALES ENTRY

STEP III

- Sales Quotation Entry
- Sales Order Entry
- Make Delivery
- Sales Order Inquiry



Summary

- **Sales Types**
- **Sales Persons**
- **Sales Areas**
- **Add and manage Customers and Branches**



Summary

- **Sales Quotation Entry**
- **Sales Order Entry**
- **Make Delivery**
- **Sales Order Inquiry**



Assignment



Assignment

- Add a new **Customer** for Sales, **Add and Manage Customers** option
- Create a new **Sales Quotation Entry**



About the Spoken Tutorial Project

- Watch the video available at http://spoken-tutorial.org/What_is_a_Spoken_Tutorial
- It summarises the Spoken Tutorial project
- If you do not have good bandwidth, you can download and watch it



Spoken Tutorial Workshops

The Spoken Tutorial Project Team

- Conducts workshops using spoken tutorials
- Gives certificates to those who pass an online test
- For more details, please write to contact@spoken-tutorial.org



Acknowledgements

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- More information on this Mission is available at

<http://spoken-tutorial.org/NMEICT-Intro>

