

Sales Commission Report

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This report shows financial data and amounts for sales processes that are stored in the [Sales Planning](#) cube. It focuses on planning for several planning versions, such as [Budget](#) and [Forecast](#). To calculate sales commissions based on gross earnings, type in a sales commission percent value and click on [#...](#) to start the calculation. You can also enter sales commission values directly, without the planning helper functions. See screenshot below:

All Articles	Gross Earnings	2,151,707	2,160,000
	Sales Commissions	18,862	2,592
	Sales Commissions % (Gross Earnings)	+0.9%	+12.0% #...

Amounts can be shown in local currency or converted into one of the target currencies. Data entry requires the selection of a single legal entity and the local currency.

Report Heading

The screenshot below shows the heading area of the Sales Commission report. The report heading updates dynamically as various reporting options are selected. The logo can be changed in Administration; see [Configuring Design Elements](#) for more on report design.


Sales Commission
Actual 2016 | 17 - Best Bicycle USA LLC | All Articles - All Articles | All Customers - All Customers | Local Currency (USD)




The heading area of the report displays the following fields:

Field	Description	Implementation
Title	Name of the report	Name of the report in Report Designer
Subtitle	Current PoV selection	Localized subtitle will update as PoV selections are made
Arrow	Show/hide PoV widget	Click on the arrow to display or hide point-of-view selections

Point of View (PoV) Options

The content of the report can be customized using the PoV options, which can be viewed by clicking the blue arrow at the top of the report.



Version	Budget	▼
Year	2016	▼
Legal Entity	17 - Best Bicycle USA LLC	▼
Currency	Local Currency	▼
Article	All Articles - All Articles	▼
Customer	All Customers - All Customers	▼
Comparison Forecast	None	▼

Suppress Zero Lines
 Monthly
 Show Article No.

The available options are described below:

PoV Option	Description	Implementation
Version (combobox)	Select a planning version.	Version dimension, filter for StyLesheet attribute equals BU and FC
Year (combobox)	Select a reporting period.	Elements matching the pattern yyyy or Fyyyy of Month dimension

PoV Option	Description	Implementation
Legal Entity (combobox)	Select one single legal entity or any consolidated element.	Legal Entity dimension
Currency (combobox)	Select local currency or one of the target currencies. The selection of local currency is only available for base elements or consolidated elements of the Legal Entity dimension having a common currency.	Elements of Currency dimension matching the pattern LC and elements starting with a > (e.g. > EUR). LC is only available if a local currency is stored (not empty) in the Currency attribute for the selected element of the Legal Entity dimension.
Article (combobox)	Select one single article or any consolidated element.	Article dimension displays all elements without preselection
Customer (combobox)	Select one single customer or any consolidated element.	Customer dimension displays all elements without preselection
Comparison Forecast (combobox)	Select one forecast for comparison (or no forecast).	Version dimension, filter for Stylesheet attribute equals FC
Suppress Zero Lines (checkbox)	Hide accounts with no data in the current selection.	
		<p>Data filter factors the following elements:</p> <ul style="list-style-type: none"> • Previous year, Budget, Forecast x+y, Actual elements of Version dimension • Element of Month dimension related to settings in Year combobox • Elements of Legal Entity dimension related to selected value in Legal Entity combobox • Elements of Currency dimension related to selected value in Currency combobox • Elements of Article dimension related to selected value in Article combobox • Elements of Customer dimension related to selected value in Customer combobox • Value for slice operator 0 or 9999999
Monthly (checkbox)	Plan data for a single month or period of time.	Elements of Month dimension matching special pattern
Show Article No. (checkbox)	Display the article number along with the article name in the row label column.	Switch between Name or ID Name attribute of Article dimension

Report Columns

The columns displayed in the report depend on the selections made in the PoV area. The screenshot below shows part of a report with Comparison Forecast 3+9 selected.

		PY	FC 3+9	ΔPY%	2016 (entry)	ΔFC 3+9%
All Articles	Gross Earnings	13,925,363	3,871,892	-72.2%	0	
	Sales Commissions	120,973	64,948	-46.3%	0	
	Sales Commissions % (Gross Earnings)	+0.9%	+1.7%	+93.1%		#---

Below are descriptions of the columns in the Sales Commission report.
Note: the month columns are only visible if the “Monthly” option in the

PoV area is checked.

Field	Description	Implementation
Row label	Articles shown as localized name	Article dimension displays all elements without preselection
Row label	Sales figures as localized name	Preselected subset SalesPlanningCommissionSales of Sales Planning measure dimension implemented with hierarchy filter and pick list manager.
Area visualization of version	Fill and border style for version	Stylesheet attribute of Version dimension
PY	Previous year value	Previous Year element of Version dimension
FC x+y	Forecast x+y value, the most recent forecast	Elements matching the pattern FC in Stylesheet attribute of Version dimension
FC YOY%	Percentage change of Forecast x+y to Previous Year	
Value		Financial amount of Sales Planning cube

Cell Locking

Cell locking prevents the entry of data in fields that draw on multiple sources. For all planning reports, data entry is only possible when a single legal entity and the local currency are selected.