

Sales Planning_measure Dimension

[Return to Sales Model Overview](#)

The measures in the Sales Planning_measure dimension include all revenue, sales-related costs and the drivers to compute these. The measures are connected through their calculations and are grouped in global subsets, which are visible in the web reports. The measures can be configured to a high degree. When measures are added, modified, or removed, the calculations and global subsets that use them must be modified accordingly to preserve the functionality.

The sales measures can be configured through their attributes:

Attribute	Description
Name	Readable name of the account. Localized translations can be provided. This attribute is visible in the report. There is no hard-coded behavior implemented on this name. (string)
Description	Long text for the account. This attribute can contain a definition of the amounts booked to this account or instructions for the planners. Localized translations can be provided. (string)
Format	Number format for this account to be driven by the database. (string)
PCalculation	Calculation rule for planning versions (versions having calculation schema P). (string)
PCalculationDependencies	Dependency for the calculation for planning versions (versions having calculation schema P). (string)
ACalculation	Calculation rule for planning versions (versions having calculation schema A). (string)
ACalculationDependencies	Dependency for the calculation for planning versions (versions having calculation schema A). (string)
Conversion Type	Defines which exchange rate is used during currency conversion. Valid values are base elements of the Conversion Type dimension, e.g. Average , Month End , Month Start , and - . Sales accounts usually use currency conversion with average rates. Use - to suppress the currency conversion, e.g. for statistical figures like number of heads. (string) See Fact Cube Using Currency Conversion and Configuration of Conversion Types
AggregationType	Semi additive measure behavior. (string) Valid values are: <ul style="list-style-type: none"> • (empty): Regular additive behavior • First: First child • Last: Last child • Avg: Average of children

The following sections describe the initial setup of the measures.

Gross Revenue

The measures in this group are used for planning and reporting of the gross revenue. This planning is exposed on the [Gross Revenue report](#).

Element	Definition	Implementation
Units	(numeric)	
Unit Price	Input on base elements in planning versions. At the consolidated level in planning versions, and at any level in the actual version, this measure shows the calculated average price $\frac{\text{Gross Revenue}}{\text{Units}}$. (partly calculated, numeric)	Calculation in calculation schema P ; see rule in the PCalculation attribute. Calculation in calculation schema A ; see rule in the ACalculation attribute.
Gross Revenue	Input in the actual version. In planning versions, this measure shows the product $\text{Units} \times \text{Unit Price}$ (partly calculated, numeric)	Calculation in calculation schema P ; see rule in the PCalculation attribute.

The measures in this group are exposed through the global subset [SalesPlanningGrossRevenueSalesPlanning](#).

Gross Earnings

The measures in this group are used for planning and reporting of the gross earnings. This planning is exposed on the [Gross Earnings report](#).

Element	Definition	Implementation
Gross Revenue	See section Gross Revenue	
Discount	Discount amount on Gross Revenue . (numeric)	

Element	Definition	Implementation
Net Revenue	Revenue after Discount . (aggregated, numeric)	
Units	See section Gross Revenue	
Unit Costs	Input on base elements in planning versions. At the consolidated level in planning versions, and on any level in the actual version, this measure shows the calculated average price $\frac{\text{COGS}}{\text{Units}}$. (partly calculated, numeric)	Calculation in calculation schema P : see rule in the PCalculation attribute. Calculation in calculation schema A : see rule in the ACalculation attribute.
COGS	Cost of goods sold. Input in the actual version. In planning versions, this measure shows the product $\text{Units} \times \text{Unit Costs}$. (partly calculated, numeric)	Calculation in calculation schema P : see rule in the PCalculation attribute.
Gross Earnings	Net Revenue less COGS . (aggregated, numeric)	

The measures in this group are exposed through the global subset [SalesPlanningGrossEarningsSalesPlanning](#).

Sales Commissions

The measures in this group are used for planning and reporting of sales commissions. This planning is visible in the [Sales Commission report](#).

Element	Definition
Gross Earnings	See section Gross Earnings
Sales Commissions	Input value. (numeric)

The measures in this group are not subject to being configured.

Costs and Contributions Margin

The measures in this group are used for planning and reporting of the

sales costs and contribution margin. This planning is exposed on the [Sales Costs and Contribution Margin report](#).

Element	Definition
Gross Earnings	See section Gross Earnings
Sales Commissions	See section Sales Commissions
Delivery Charges	Input value. (numeric)
CM_I	Gross Profit aggregated as Gross Earnings less Sales Commissions and Delivery Charges (aggregated, numeric)
Fixed Costs	Input value. (numeric)
CM II	Net Profit aggregated as CM I less Fixed Costs (aggregated, numeric)

The measures in this group are exposed through the global subset [SalesPlanningCostandContributionMargin](#).

Calculation Scheme Measures

The measure shown in the following reports are defined with the global subsets [SalesPlanningMidTermPlanningSales](#).

- [Mid-Term Planning](#)

The measures shown in the following reports are defined with the global subsets [SalesPlanningCalculationScheme](#)

- [Sales Actual](#)
- [Sales Legal Entity Breakdown](#)
- [Sales Time Series](#)

See below for the list of elements:

Element	Definition
Units	(numeric)
Unit Price	See section Gross Revenue
Gross Revenue	See section Gross Revenue
Discount	See section Gross Earnings
Net Revenue	See section Gross Earnings
Unit Costs	See section Gross Earnings
COGS	See section Gross Earnings
Gross Earnings	See section Gross Earnings
Sales Commissions	See section Sales Commissions
Delivery Charges	Input value. (numeric)
CM_I	Gross Profit aggregated as Gross Earnings less Sales Commissions and Delivery Charges . (aggregated, numeric)
Fixed Costs	Input value. (numeric)
CM_II	Net Profit aggregated as CM_I less Fixed Costs . (aggregated, numeric)

Other Measures

Element	Definition	Implementation
Variable Costs	Sum of COGS , Sales Commissions , and Delivery Charges . (aggregated, numeric)	
CM_I%	Gross Margin (%) calculated as $\frac{\text{CM_I}}{\text{Net Revenue}}$ (calculated, numeric)	Calculation in calculation schema P : see rule in the PCalculation attribute. Calculation in calculation schema A : see rule in the ACalculation attribute.

Element	Definition	Implementation
CM_II%	Net Margin (%) calculated as CM_II / Net Revenue (calculated, numeric)	Calculation in calculation schema P : see rule in the PCalculation attribute. Calculation in calculation schema A : see rule in the ACalculation attribute.
