

## Problem Description

Identify Sales lost due to no stock on hand

## Solution

If a customer requests product that is not in stock, and your present policy is not to place orders, a back order can be recorded to build Lost sales information for future analysis. Identifying the value of lost sales could lead to determining that placing orders for customers may be worthwhile. Designing a specific report to show these back orders is presented as well.

Note: this article is also publicly available at

[http://wiki.wws5.com/share/Reporting\\_Lost\\_sales0801090907.html](http://wiki.wws5.com/share/Reporting_Lost_sales0801090907.html)

[reporting\\_lost\\_sales0801090907.flv](#)

Created by Charlene Scott at 09/01/2008 9:07:38 AM

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Last update: **2010/01/19 22:18 (14 years ago)**

