

# 04

## Products and Pricing

Odoo 19 Enterprise · Sales

Products and pricelists control what you sell and at what price. Proper product configuration ensures quotations are accurate and inventory is tracked correctly.

### 1 View products

Sales > Products > Products

The product catalogue shows all products available for sale. Each product card shows name, internal reference, sales price, and product image. Filter by product type, sales team, or category. Switch to list view for bulk editing.

### 2 Create a product

Sales > Products > Products > NEW

Click New to create a product. The product type determines how it behaves in Inventory and Accounting.

#### PRODUCT FIELDS

<b>Product Name *</b>	Name shown on quotations and invoices.
<b>Product Type *</b>	Storable Product: tracked in inventory with stock levels. Consumable: not tracked in inventory. Service: no delivery order created.
<b>Sales Price *</b>	Default price used on quotations. Can be overridden by pricelists.
<b>Customer Taxes</b>	Taxes applied on the sales line. For Malaysia, select the appropriate SST rate.
<b>Internal Reference</b>	Your internal SKU or product code.
<b>Sales Description</b>	Default description on quotation lines. Editable per order.

### 3 Pricelists

Sales > Products > Pricelists

Pricelists allow different pricing for different customers, regions, or date ranges. Enable pricelists in Sales > Configuration > Settings. Create a pricelist with rules based on: fixed price, percentage discount, or formula. Assign a pricelist to a customer on their contact record & it applies automatically on all their quotations.

**Common pricelist uses &** Common scenarios: a "Wholesale" pricelist at 20% discount for distributors, a "USD Export" pricelist in USD for international customers, a "Promotional" pricelist active during a specific date range for campaign pricing.