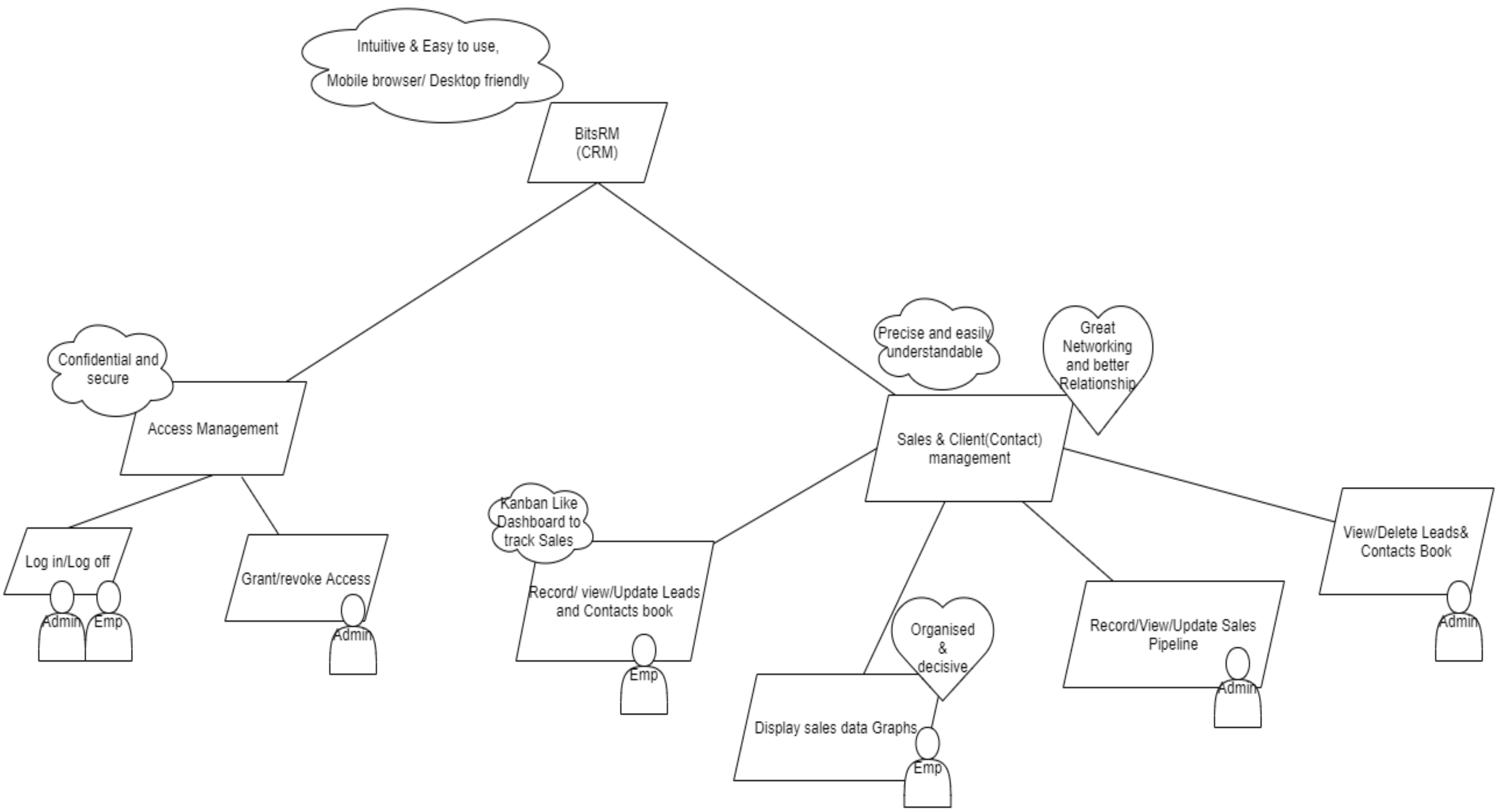
Requirements

- Do Be Feel List
- Motivational Model
- User Stories

Do-Be-Feel List

Do	Be	Feel	Who
Add in Employees	Intuitive & Easy to use	Informed	Administrator
Register	Easy and Verifiable	Able	User
Login	Easy	Able	Administrator and User
Record a sales pipeline	Kanban Like Dashboard to track Sales	Organized	User
Record, view, change status of a Lead on the dashboard	Mobile browser / Desktop friendly	Decisive	Client
Record/view/ Update the client point of contact	Confidential and secure	great networking	User
View charts about the sales lead on dashboard	Precise and easily understandable	better business relationship	User
Communicate with client	Secure and Confidential	clear understanding and better business relationship	User

Motivational Model



User Stories

Green- Done
Black- Not done

User Stories			Acceptance Criteria			Priority	Sprint Planned
As a <Role>	**I want to <Do Something>**	**So that <Achieve some goals>**	**Given <context>**	**When <an event>**	**Then <outcome>**		
User/Admin	Log in	I can access my profile	registered user/admin and logged out of the app and on the sign-in page,	enter my credentials (username, password)	systems grants access to my profile and show Dashboard	Must Have	1
User	update a user account(mainly password)	details be up-to-date when there some changes(or change passwords)	User is logged into their account	selects user account and changes user account's detail	the system updates to reflect the new details of the user account	Must Have	1
User/Admin	Log out	Remove access to my account on my device	A registered user/admin that has logged into their account	clicks on the button to logout,	get logged out of the account and returned to the homepage.	Must Have	1
User	Register account	I can access the app	new user of the app on the registration page	fill credentials (username, first name, last name, email address, password, retype password)	Profile created in System	Must Have	1
User	See all my deals	Decide on what deals to work on	A registered user is logged in	Goes to his dashboard	A list of deals in the format of a Kanban board is displayed, separated by columns	Must Have	1

Administrator	create a (Admin) account	grant access permission to use the app	An administrator is logged into their account	fill credentials (username, first name, last name, email address, password, retype password) in the admin account creation page	the account gets created in the system	Must Have	2
Administrator	See list of users	decide what actions to take on users	An administrator is logged into their account	goes to his front page	a list of users would be displayed	Must Have	3
Administrator	delete a user account	revoke access permission to the app	Administrator is logged into their account & selects a user account	clicks on the button to delete user’s account	selected user account gets deleted from the system	Must Have	3
User	create a deal	manage deals with customer/company in organized and informed manner	registered user and logged into the app and on the sales pipeline page	clicks the 'Create' button on the corresponding deal tag and fill in the details(Client/Company Name, Deal name, deal amount, additionally perhaps-website, email, phone no., social media, contract, marketing material)	the system creates the deal.	Must Have	1

User	update a deal(i.e. Change the status, Add in Notes)	keep information up to date	registered user and logged into the app and on the Dashboard	clicks 'Update' button on the corresponding deal tag AND fill in the details(Client/Company Name, Deal name, deal amount, additionally perhaps- website, email, phone no., social media, contract, marketing material)	the system updates the deal.	Must Have	1
User	delete a deal	remove unrequired/unnecessary deals.	I am a registered user and logged into the app and on the sales pipeline page	when I click the 'Delete' button on the corresponding deal tag AND fill in the details(Client/Company Name, Deal name, deal amount, additionally perhaps- website, email, phone no., social media, contract, marketing material)	the system deletes the deal.	Must Have	1
User	visualize the sales data using relevant plots on the dashboard	track and get insight about deals so far	logged in and on the dashboard	click the Insight panel	displays all the plots relevant to sales data	Should Have	3

Administrator	delete a deal	possible faults can be managed/ tolerated	An administrator is logged into their account	selects a user account's deal and clicks on the delete button	the deal gets deleted from the user account and is no longer displayed in selected account	Must Have	3
Administrator	Update a user details	possible faults can be managed/ tolerated	An administrator is logged into their account	selects a user account and enters the new details	the user details updated	Must Have	3
User	See the all contact(Client) as a list	find all the contacts on single page	user logged into the app and on the home page	Clicks the contact list either on nav bar or side bar	render page with all the client contact details	Could Have	3
User	Add in quick deals(boiler Plate)	To record quick and short deals				Could have	
User	Chat, using built in chat function, with my Client	To connect with client informally				Won't have	
User	Online contract signing system	To finalize deals online	Registered user is logged into their account,	sends a contract to their client online and client agrees and signs contract	the system updates to reflect the deal was contact made	Won't have	
Administrator	Setup/update the Sales pipeline	deals can be grouped into corresponding state	registered user and logged into the app and on the edit Sales pipeline	Make changes to the sales pipeline	Update the system and UI (prevent delete when deals present in state)	Won't Have	