App
pantalla Pantalla

+

Employee
- id static int
+ name

+

Pantalla
crm CRM

+ menuPrincipal
+ getAction
+ doNewLead
+ doShowAllLeads
+ doShowLeadByID
+ doModLead
-doConvertID

CRM
+ countLeads int
+ Leads[]
+ Opportunity[]

+ newLead
+ showAllLeads
+ showLeadByID
+ modLead
+ convertID
+ removeLead

Lead
- id static int
- name string
- phoneNumber string
- email string
- companyName string

+

<<enum>> product
HYBRID, *FLATBED*, *BOX*

<<enum>> status
OPEN,
CLOSED_WON
CLOSED_LOST

Opportunity
id static int
product enum
decisionMaker Contact
status enum

lead Lead

+

Contact
id static int
industry enum
employeeCount int
city string
country string
List<Contacts>
List<Opportunities>

+

<<enum>> industry
PRODUCE,
ECOMMERCE,
MANUFACTURING,
MEDICAL, *OTHER*