



TRUCKSELLER

Heatwave

OPP HOMEWORK (Unit 2)

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**IRON
HACK**

STEPS

This is a project created by the team HEATWAVE. The project idea was to create a CRM that allows registered users to create leads and update them by utilizing queries.

- ❖ 1. Types of log in
 - ❖ 2. Leads
 - ❖ 3. Accounts
 - ❖ 4. Opportunities
 - ❖ 5. Admin
 - ❖ 6. Diagram
-

TYPES OF LOG IN

USER MENU

VIEW LEADS

VIEW ACCOUNTS

VIEW OPPORTUNITIES

READ COMMANDS INFO

```
TruckSeller v0.1                                User: Bea

                                     ---- MAIN MENU ----

BEA :
- LEADS-
Pending: 48
Closed: 2,04%

- OPPORTUNITIES -
Pending: 2
Success Rate :0%

Overall Productivity : 1,02%

Options :
-View LEADS-
-View ACCounts-
-View OPPortunities-
-READ commands info-

Favourites :
LEAD{LF91: Wanita
Swaniawski from Dell};

Enter one of the options above, or any other command if known. Enter help for more info.

08:42
```

ADMIN MENU

VIEW USERS

VIEW STATISTICS

LOAD LEADS DATA

READ COMMANDS INFO

```
TruckSeller v0.1                                     User: Salvatore

----- MAIN MENU -----

App stats:
Global Stats.

Options :
-View USERS-
-View STATistics-
-LOAD Leads Data-
-READ commands info-

Users :
- Didac: 0
- Pau: 0
- Abby: 0
- Bea: 0

Enter one of the options above, or any other command if known. Enter help for more info

12:35
```

LEADS

TruckSeller v0.1 User: Bea

---- LEADS ----

ID	Name	Phone	Mail	Company
LE9F	Doug Block	1-139-344-3332	art.schulist@samsung.com	Samsung
LE9E	Harlan Sauer	1-889-257-3361	edie.goyette@samsung.com	Samsung
LE9D	Nigel Price II	(762)814-9943	cassey.padberg@lindgren.com	Lindgren
LE9C	Mrs. Alline Ennser	815.818.0000	clemente.wyman@dell.com	Dell
LE9B	Royal Jast V	170.165.5000	alline.murazik@morissette.com	Morissette
LE9A	Dusty Wyman Sr.	580.492.6057	lekisha.wilderman@stokes.com	Stokes
LE99	Chanelle Ondricka	(186)251-7858	micheal.tillman@adidas.com	Adidas
LE98	Hayden Hickie	1-397-908-3463	star.gottlieb@samsung.com	Samsung
LE97	Winston Robel Md	1-564-522-9745	nichole.mertz@sony.com	Sony
LE96	Lon Brakus	(096)428-3265	edyth.rutherford@beats.com	Beats
LE95	Jaime Jenkins	011-863-0794	leisa.pfeffer@dubuque-cremin.com	Dubuque-cremin
LE94	Stuart Rohan I	508.409.2233	yung.halvorson@gislason_inc.com	Gislason Inc
LE93	Tena Armstrong Dds	(502)539-8834	willard.ratke@glover.com	Glover
LE91	Gil Lindgren Dds	335.539.3997	dominic.runte@bogisich.com	Bogisich
LE90	Kyla Hudson	021-087-3118	maureen.walsh@gopro.com	Gopro

1/4 [NEXT]

[VIEW + ID] [VIEW LEAD] [CONVERT + ID (convert to opportunity)] [DISCARD + ID (discard lead)]

12:39

TruckSeller v0.1 User: Bea

---- DOUG BLOCK FROM SAMSUNG ----

- Lead ID: LE9F
- Name: Doug Block
- Phone Number: 1-139-344-3332
- Mail : art.schulist@samsung.com
- Company: Samsung

[CONVERT to opportunity] [Discard..] [Add to FAVOURITES]

12:47



VIEW LEADS (+ID)



CREATE NEW LEADS



CONVERT TO OPPORTUNITIES



DISCARD LEAD



CONVERT TO OPPORTUNITY



DISCARD



ADD TO FAVOURITES



ACCOUNTS


```
TruckSeller v0.1                                     User: Bea

----- ACCOUNTS -----

Company Name | Industry | Employees | City | Country
-----
Acc          | Medical  | 989       | Oklahoma | India
Nikon        | Producer | 98        | Nagasaki | Peru
Apple        | e-Commerce | 6        | Jersey   | Caimain Islands
Frit         | Producer | 999       | Martorell | Chile
Hsjon_and_sons | e-Commerce | 988      | Ny       | New_Zeland
Patsa        | Producer | 3         | Springfield | Cambodia
Abacus       | Producer | 45        | Parata   | Pathatal
Adidas       | Producer | 12854     | Benifallet | Pakistan
Dell         | Producer | 1750      | Melilla  | Usa

1/1
[ VIEW + ID (view account) ] [ CREATE (create new account) ]

12:41
```

```
TruckSeller v0.1                                     User: Bea

----- ACC OKLAHOMA -----

Company name: Acc
Industry: Medical
Employees: 989
City: Oklahoma
Country: India

[ View related OPPORTUNITIES ] [ Add to FAVOURITES ]

12:50
```



VIEW ACCOUNT (+company name)



CREATE A NEW ACCOUNT



VIEW RELATED OPPORTUNITIES



ADD TO FAVOURITES



OPPORTUNITIES

```
TruckSeller v0.1                                User: Bea

                                     ---- OPPORTUNITIES ----

ID      Product      Quantity  Status  Company  Contact
-----
PFE5    Hybrid Truck   3        Open    Dell     Cecil Langosh Dds
PFD3    Flatbed Truck   12       Open    Acc      Ms. Chiquita Mills

                                     1/1

view < ID >:access opportunity | close won/lost < ID >:close opportunity

12:43
```

```
TruckSeller v0.1                                User: Bea

                                     ---- DELL (3)HYBRID TRUCK ----

Id: PFE5
Product: Hybrid Truck
Quantity: 3
Contact: Cecil Langosh Dds
Opp Status: Open
Account: Dell
Proprietary: Bea

[ CLOSE WON ]    [ CLOSE LOST ]    [ View ACCOUNT ]    [ CONTACT ]    [ Add to FAVOURITES ]

12:44
```

❖ VIEW OPPORTUNITIES (+ID)

❖ CLOSE WON/ CLOSE LOST



❖ CLOSE WON/ CLOSE LOST

❖ VIEW ACCOUNT

❖ CONTACT

❖ ADD TO FAVOURITES

ADMIN

```
TruckSeller v0.1                                User: Salvatore

----- NEW USER -----

-- USERS --
DIDAC
SALVATORE
PAU
ABBY
BEA

Enter a new user name and password to create new user.
Or enter an existing user name and a new Password to change it.

-----

Expects a String value(min 2 characters), special characters not allowed

12:54
```

```
TruckSeller v0.1                                User: Salvatore

----- USERS STATISTICS: -----

Subj.      Leads      Opp.      Success      Productivity
-----
DIDAC      | 202      | 30      | 0 %      | 0,25 %
PAU        | 50       | 0       | NaN %     | NaN %
ABBY       | 250      | 0       | NaN %     | NaN %
BEA        | 48       | 2       | 0 %      | 1,02 %

1/1
[EXIT, LOGOUT, MENU, BACK, HELP, NEXT, PREVIOUS, CREATE, DISCARD, VIEW, FAV]
```



VIEW USERS



VIEW
STATISTICS

```
TruckSeller v0.1                                User: Salvatore

----- SELECT A FILE: -----

You can load lead data from any CSV file saved on
root/import

INDEX:                                           File names:
-0:                                             rawLeadsData0.csv
-1:                                             rawLeadsData1.csv
-2:                                             rawLeadsData2.csv
-3:                                             rawLeadsData3.csv
-4:                                             rawLeadsData4.csv
-----

Expects an integer value

12:57
```



LOAD LEADS DATA

```
TruckSeller v0.1                                User: Salvatore

----- COMMANDS README -----

Command      | Description                               | Keywords
-----
Exit App     | Close application                         | [EXIT, BYE, TURNOFF]
Go to Menu   | Go back to Main Menu                     | [MENU]
Log Out      | Logout and go to Login screen            | [LOGOUT, LOG OUT]
Create New...| Create new object depending on current screen | [CREATE, NEW]
CONVERT to Opportunity | Converts selected Lead into Opportunity | [CONVERT]
CLOSE Opportunity | Close selected Opportunity | [CLOSE WIN, CLOSE LOST]
View OPPortunities | View user's active Opportunities | [OPP, OPPORTUNITY]
View LEADS    | View user's assigned Leads               | [LEAD, LEADS]
View ACCOUNTS | View saved Accounts                     | [ACC, ACCOUNT]
View CONTACTs | View related Contact                    | [CONT, CONTACT]
View USERS    | Manage users and passwords               | [MANAGE, USERS, USER]
LOAD Leads Data | Load lead data from csv file            | [LOAD]
View STATISTICS | View all users statistics                | [STAT, STATISTICS]
Confirm       | Confirm option...                        | [YES, OK, CONFIRM]
Cancel        | Cancel option...                         | [NO, CANCEL]

1/2 [ NEXT ]

[EXIT, LOGOUT, MENU, BACK, HELP, NEXT, PREVIOUS, CREATE, DISCARD, VIEW, FAV]

12:57
```



READ COMMANDS INFO

DIAGRAM

- Commands
- LOAD
- CONTACTS
- ACCOUNT
- CLOSE
- DISCARD
- README
- USERS
- STATS
- MENU
- FAV
- HELP
- BACK
- NO
- LEAD
- NEXT
- YES
- PREVIOUS
- CREATE
- LOGOUT
- VIEW
- CONVERT
- OPP
- EXIT

- ErrorType
- MAIL_NOK
- WRONG_PASSWORD
- INTEGER_NOK
- HELP
- FATAL_ERR
- PHONE_NOK
- ID_NOK
- EXIT
- PASSWORD_NOK
- COMMAND_NOK
- OK
- PRODUCT_NOK
- INDUSTRY_NOK
- FORMAT_NOK

- Opportunity
- CRMData
- Account
- Contact
- Lead
- User

Printable

ExitException

- GoBackException
- LogoutException
- CRMObjectException
- GoToMenuException
- HelpException
- WrongInputException

CRMException

ViewScreen

- TableScreen
- InputScreen
- ModalScreen
- MenuScreen
- ConfirmationScreen
- CRMScreen

InputReader

- lastInput
- String
- MAIL
- PRODUCT
- TYPE
- INTEGER
- PHONE
- password
- String
- NEW_PASSWORD
- OPEN
- INDUSTRY
- TYPE
- COMMAND
- PASSWORD

Constants

- LIMIT_Y
- int
- LIMIT_X
- int
- CLOSE_WITHOUT_SAVE
- String
- MAIN_BG
- BgColors
- APP_NAME
- String
- FAV_MAX
- int
- MAIN_TXT_COLOR
- CColors
- FRAME_BG
- BgColors
- MAX_ID
- String
- CENTER_CARET
- String

ColorFactory

- COLOR_LABEL_CHAR_SIZE
- int
- BLANK_SPACE
- String
- NEW_LINE
- String
- SMART_RESET
- String
- NEW_LINE_CH
- char
- COLOR_CHAR
- char
- DELETE_CURRENT_LINE
- char
- BLANK_SPACE_CH
- char

TextObject

- bgColor
- BgColors
- txtStyle
- TextStyle
- MAX_WIDTH
- int
- txtColor
- CColors
- MAX_HEIGHT
- int

DynamicLine

- WindowObject

IndustryType

- MEDICAL
- PRODUCE
- ECOMMERCE
- MANUFACTURING
- OTHER

CRMManager

- screenManager
- ScreenManager
- userOpManager
- UserOpManager
- crmData
- CRMData
- printer
- ConsolePrinter

OpportunityStatus

- CLOSE_LOST
- CLOSE_WON
- OPEN

Product

- HYBRID
- BOX
- FLATBED

- NoCompleteObjectException
- OpportunityBuilder
- FakeLeadGenerator
- AdminOpManager
- UserOpManager
- ScreenManager

- AccountBuilder
- ContactBuilder
- ConsolePrinter
- LogWriter
- FakeLead
- Main

**LET'S RUN
THE APP!!!**

