**Creating and managing your sales process**

**Developing your sales funnel**

Develop a funnel for your own business, including the respective steps your customers go through when purchasing your products.

Upload your funnel to the platform. You will discuss this with your mentors.

Use data for the past one month

If you do not have the data, use the data for the past one week.

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| --- | --- |
| **Steps** | **Potential customers** |
| Number of customers contacted | 30 |
| Number of customers who expressed interest | 20 |
| Number of customers who applied for a demo site | 15 |
| Number of customers who placed orders for the website development | 10 |
|  |  |

Do you have questions, ideas, feedback or advice for your peer learners? You are welcome to leave them on this discussion board, and other learners in this class will have a chance to respond. Share your thoughts!

Now that we've gone through empathising and ideation, it's time for the next two steps: prototyping and implementation. In this class, we'll learn how to test out ideas and choose which ones to implement.

Submit your field task by uploading it in the button below.