**Functional Requirements**

1. **New Lead**

**Field Specifications:**

**Salutation**  : Dropdown field with values None, Mr, Ms, Mrs, Dr and Prof (Non Mandatory)

**First Name** : 1-40 char (Non Mandatory)

**Last Name** : 1-60 char (Mandatory)

**Email** : 1-60 char (Non Mandatory)

**Phone** : 1-40 char (Non Mandatory)

**Company** : 1-60 char (Mandatory)

**Title** : 1-60 char (Non Mandatory)

**Save** : Button (Enabled by default)

**Functionality Checks**

1. Valid error message for missing required fields

e.g.: “These required fields must be completed: Company, Last Name” error message for missing both the required fields

1. Valid error message for invalid Email id

e.g.: “Email: invalid email address: test” for the input test

1. Validate the toaster message when the lead created successfully

e.g.: “Lead FirstNameLastName was created”

1. **New Opportunity**

**Field Specifications:**

**Opportunity Name**  : 1-60 char (Mandatory)

**Account Name** : Auto Populate dropdown with existing Account Names (Non Mandatory)

**Close Date** : input field to select date from calendar icon (default value: current date+30

; accepts any date; Mandatory)

**Stage** : Dropdown with None, Prospecting, Qualification, Need Analysis, Value

Proposition, Id. Decision Makers, Perception Analysis, Proposal/Price

Quote, Negotiation / Review, Closed Lost, Closed Won (Default Value as None; Mandatory)

**Amount** : 1-16 digits numbers (whole number), unlimited precision for decimal (Non

Mandatory)

**Next Step** : 1-60 char (Non Mandatory)

**Save** : Button (Enabled by default)

**Functionality Checks**

1. Valid error message for missing required field. Close Date and Stage will be having default values. No miss for Close Date and Stage

* e.g.: “These required fields must be completed: Opportunity Name” error message for missing Opportunity Name

1. Validate the toaster message when the Opportunity created successfully

e.g.: “Opportunity <OpportunityName> was created”

1. **Edit Opportunity**

**Field Specifications:**

**Close Date**: Input field to select date from calendar icon (default value: current date+30, accept any date: Mandatory)

**Stage**: Dropdown with None, Prospecting, Qualification, Need Analysis Value

Proposition, Id. Decision Makers, Perception Analysis, Proposal/Price

Quote, Negotiation / Review, Closed Lost, Closed Won (Default Value as None; Mandatory)

**Description**: Non Mandatory

**Delivery Status**: Dropdown with None, In Progress, Yet to Begin, Completed (Note: Choose as InProgress; Not Mandatory)

**Save**: Button (Enabled by default)

**Functionality Checks**

1.Valid error message for missing required field. Close Date and Stage will be having default values. No miss for Close Date and Stage

* Eg: “These required fields must be completed: Close date and stage” error message for missing Opportunity Name
* Validate the toaster message when the Opportunity Edited successfully

Eg: “Opportunity < Opportunity Name > was Edited”

1. **Delete Opportunity**

**Field Specifications:**

Search the Opportunity 'Salesforce Automation by \*Your Name\*'

Dropdown with Edit, Delete, and Change owner (Note: Click on the Delete).

**Functionality Checks:**

1. Validate the toaster message when the Opportunity deleted successfully

E.g.: “Opportunity <OpportunityName> was Deleted”

2. Validate and Check whether the Opportunity is deleted or not.