**INTEGRATION TEST SCENERIOS FOR SALES WORK FLOW**

1. **Sales executive create customer details:**
   1. Login to the application home page is displayed.
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on new customer link the new third party (Prospect / Customer / Supplies) page will be displayed.
   5. Provided necessary details in each components and click on add third party button the third party card page is displayed.
2. **Sales executing modify customer details:**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N, the list of customers page is displayed
   5. Select the particular customer that you want to modify, the third party card page is displayed
   6. Click on modify button
   7. Provide the necessary changes and click on the save button
3. **Sales executive delete the customer details:** 
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N the list of customer page is displayed
   5. Select the particular customer that you want to delete third party card page is displayed
   6. Click on delete button a confirmation pop-up is displayed
   7. Click on yes button the list of 3rd parties page is displayed, with 3rd party customer deleted from it.
4. **Sales executive add point of contact to the customer:**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N the list of customer page is displayed
   5. Select the particular customer that you want to delete third party card page is displayed
   6. Click on add contacts | address link, Add Contact / Address is displayed
   7. Provided necessary details is each component click on add button third card page is displayed
5. **Sales executive modify the point of contact:**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N the list of customer page is displayed
   5. Click on particular customer that you want is modify point of contact, third party card page is displayed.
   6. Click modify icon of the add contact / Address
   7. Provide the necessary changes and click on sale button
6. **Sales executive delete point of contact:**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N the list of customer page is displayed
   5. Click on the particular customer that you want to delete the point of contact third party card is displayed
   6. Click on yes button the list of contact address page is displayed with customer deleted from it
7. **Sales executive add proposal to the customer details:**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Click on list of customers from L.H.N the list of customer page is displayed
   5. Click on customer tab, the third party customer card page is displayed
   6. Click on add proposal button, new commercial proposal page is displayed
   7. Provide necessary details and click on create draft button, proposal card page is displayed.
8. **Sales executive add product details to the proposal and validate it.**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on third party submenu list of links displayed on the L.H.N
   4. Select the customer tab third party customer card page is displayed
   5. Click on customer tab third party customer card page is displayed
   6. Select the proposal under the summary, Proposal card page is displayed
   7. Provide necessary details in add new line free that area with description pop-up is displayed
   8. Click on yes button, the status changes into validated (proposal is opened in proposal card page).
9. **Sales Executive delete the proposal**
   1. Login to the application home page is displayed
   2. Click on the third parties module, list of submenu are displayed on the L.H.N
   3. Click on customers link, list of customers page is displayed
   4. Select a particular customer who’s proposal need to be deleted, third party card page is displayed
10. **Sales Executive modify the proposal.**
    1. Login to the application home page is displayed
    2. Click on the third parties module, list of submenu are displayed on the L.H.N
    3. Click on customers link, list of customers page is displayed
    4. Select a particular customer who’s proposal need to be MODIFY, third party card page is displayed
    5. Click on customer tab, customer page is displayed.
    6. Click on last proposals and select the proposal you want to modify proposal card page is displayed
    7. Click on modify button, do necessary changes click on modify button again.
    8. Click on validate button a pop-up is displayed
    9. Click yes button and status changes to validated
11. **Sales Executive send the proposal by mail.**
    1. Login to the application home page is displayed
    2. Click on the third parties module, list of submenu are displayed on the L.H.N
    3. Click on customers link, list of customers page is displayed
    4. Select a particular customer who’s proposal need to be MODIFY, third party card page is displayed
    5. Click on customer tab, customer page is displayed.
    6. Click on send by email button, proposal card is displayed, fill necessary data in send commercial proposal by mail to click on send email button
    7. Email is sent to the recipient.
12. **Sales Executive close the proposal with signed status:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed
    3. Click on list of customer link, list of customer page is displayed
    4. Select the particular customer who’s proposal needs to be closed with signed status, the customer card page is displayed
    5. Select the proposal you want to close with signed status proposal card page is displayed
    6. Click on close button, the proposal card page is displayed
    7. Choose the dropdown signed(needs billing0 for close with status, write a note and click on validate button
    8. Proposal card page is dislayed where the status has changed from validated to signed (needs billing) Re-open button appears
13. **Sales executive close the proposal with not signed status:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed
    3. Click on list of customer link, list of customer page is displayed
    4. Select the particular customer who’s proposal needs to be closed with NOT signed status, the customer card page is displayed
    5. Select the proposal you want to close with NOT signed status proposal card page is displayed
    6. Click on close button, the proposal card page is displayed
    7. Choose the dropdown “ NOTsigned” (needs billing0 for close with status, write a note and click on validate button
    8. Proposal card page is displayed where the status has changed from “NOT SIGNED” to validated to signed (needs billing) Re-open button appears
    9. Re-Open Button appears in proposal card page.
14. **Sales Executive reopen the proposal:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed
    3. Click on list of customer link, list of customer page is displayed
    4. Select the particular customer who’s proposal needs to be REOPEN , the customer card page is displayed
    5. Select the proposal you want to REOPEN, the proposal card page is displayed
    6. Click on REOPEN button, the pop-up is displayed
    7. Click oyes button, proposal card page is displayed with status as validated (proposal is open from signed (needs Billing) and modify close button reappear)
15. **Sales Executive cloned the proposal.**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed
    3. Click on list of customer link, list of customer page is displayed
    4. Select the particular customer who’s proposal needs to be CLONE, under last proposals.
    5. Click on CLONE button, the pop-up is displayed
    6. Select third party for whom you want to CLONE in dropdown, and click on yes button selected third party card page is displayed
    7. All the components are same as the original proposal.
16. **Sales Executive delete the proposal:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed on L.H.N
    3. Click on list of customer link, list of customer page is displayed
    4. Select the particular customer who’s proposal needs to be DELETE, third party card page is displayed.
    5. Click on customer tab, customer page is displayed
    6. Click C lick on yes button list of commercial proposal is displayed
    7. on the proposal you want to delete it under last proposal.
    8. Click on delete button a popup is displayed
17. **Sales Executive add contact details to the customer**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed on L.H.N
    3. Click on list of customer link, list of customer page is displayed
    4. Click on customer tab, the customer card page is displayed
    5. Click on add contract button, add contract page card is displayed.
    6. All the necessary details and click on create button contract card page is displayed
    7. Fill in add new line and other details and click on add button, service will be added
    8. Click on validate button a pop-up is displayed
    9. Click on yes button, status changes from draft to number of services added in contract card page.
18. **Sales Executive Modify the services:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed on L.H.N
    3. Click on list of customer link, list of customer page is displayed
    4. Click on customer tab, customer card page is displayed
    5. Click on last modified contract, contact card page is displayed
    6. Click on modify icon in service do necessary changes
    7. Click on modify button modified data is reflected in contract card page is displayed
19. **Sales Executive delete the services:**
    1. Login to the application, the home page is displayed
    2. Click on third party module, list of submenu is displayed on L.H.N
    3. Click on list of customer link, list of customer page is displayed
    4. Click on customer tab, customer card page is displayed
    5. Click on last modified contract, the contract card is displayed
    6. Click on delete icon, a pop-up is displayed
    7. Click on yes button, the service which was selected to delete is deleted and status changes to the number by subtracting the deleted icon.
20. **Sales Executive modify the status of service** 
    1. **Running not expired**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card page is displayed
       * Click on last modified contract, the contract card page is displayed
    2. **Sales Executive modify the status of service to closed:**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card page is displayed
       * Click on last modified contract, contract card page is displayed.
    3. **Sales Executive modify the status of service to running expired**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card page is displayed
       * Click on last modified contract, the contract card page is displayed
    4. **Sales executive close all contract lines (Close all Contract services)**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card is displayed
       * Click on last modified contract, the contract card page is displayed
       * Click on close all contract kiens button, the pop-up is displayed
       * Click on yes button, the customer card is displayed, where all the services status will get updated to closed staus and close all contract button will not appear.
    5. **Sales Executive move service to other contract:**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card is displayed
       * Click on last modified contract, the contract card page is displayed
    6. **Sales Executive DELETE the contract:**
       * Login to the application, the home page is displayed
       * Click on third parties module, the list of submenu is displayed on L.H.N
       * Click on list of customers, list of customer page is displayed
       * Click on customer tab, customer card is displayed
       * Click on last modified contract, the contract card page is displayed
       * Click on DELETE button, a pop-up is displayed
       * Click on yes button, the contract area page is displayed.