**100 Test Scenarios - CRM Application**

1. Create an account
2. Create a contact
3. Create a lead, convert it to contact/account
4. Map multiple contacts to account
5. Create an opportunity
6. Track the opportunity across multiple stages
7. Define territories and assign contacts
8. Define sales approval hierarchy
9. Create product categories and catalog
10. Create pricing policies
11. Create discount policies
12. Create a quote
13. Track quote for submit and approval
14. Create a campaign
15. Track campaign over stages
16. Map leads to campaigns
17. Import contacts
18. Import accounts
19. Import leads
20. Export contacts
21. Export accounts
22. Export leads
23. Suspend a sales user
24. Revoke a sales user
25. Suspend a marketing user
26. Revoke a marketing user
27. Reassign a user to a different territory
28. Reassign a user on the sales hierarchy
29. Reassign a user to an account
30. Reassign a user to a quote
31. Reassign a user to a campaign
32. Modify contact details
33. Modify account details
34. Modify lead details
35. Modify opportunity details
36. Modify product details
37. Delete a contact
38. Delete an account
39. Delete a lead
40. Delete an opportunity
41. Delete a campaign
42. Delete a product
43. Hold-on a campaign
44. Search details on opportunity
45. Attach various documents to opportunity
46. Configure all look-up values
47. Modify look up values after using those in some records
48. Delete look up values after using those in some records
49. Configure the probability formula
50. Change probability formula after using that in some records
51. Change sales funnel status flow
52. Check email notification on opportunity status change
53. Check email notification on reassigning users
54. Hide some fields for specific user groups
55. Create document folders
56. Create documents under folders
57. Share documents within sales team or marketing team
58. Remove documents
59. Remove document folders
60. Create FAQs
61. Modify FAQs
62. Delete FAQs
63. Attach FAQs to sales queries
64. Enter follow-up details for contact
65. Enter follow-up details for account
66. Enter follow-up details for opportunity
67. Add new fields to accounts
68. Add new fields to contacts
69. Add new fields to opportunities
70. Add new fields to leads
71. Add a task to self
72. Assign a task to fellow-user
73. Set auto reminder rules
74. Modify auto reminder rules
75. Delete auto reminder rules
76. Define meets using calendar
77. Sync calendar with Outlook, google etc
78. Send auto reply to a prospect
79. Modify access rights to user groups
80. View opportunity history
81. View contact history
82. View account history
83. View agent follow-up history
84. View quick dashboard on desktop
85. View quick dashboard on mobile
86. View quick dashboard on tablet
87. Generate sales funnel report
88. Generate account-wise sales report
89. Generate daily leads report
90. Generate agent-wise sales follow-up report
91. Generate campaign-wise leads report
92. Generate product-wise sales report
93. Generate sales projection report
94. Generate territory-wise sales report
95. Configure custom graphs to a dashboard
96. Reconfigure custom dashboards
97. Export reports
98. Export dashboards
99. Share a dashboard with fellow-user
100. Unshare a dashboard