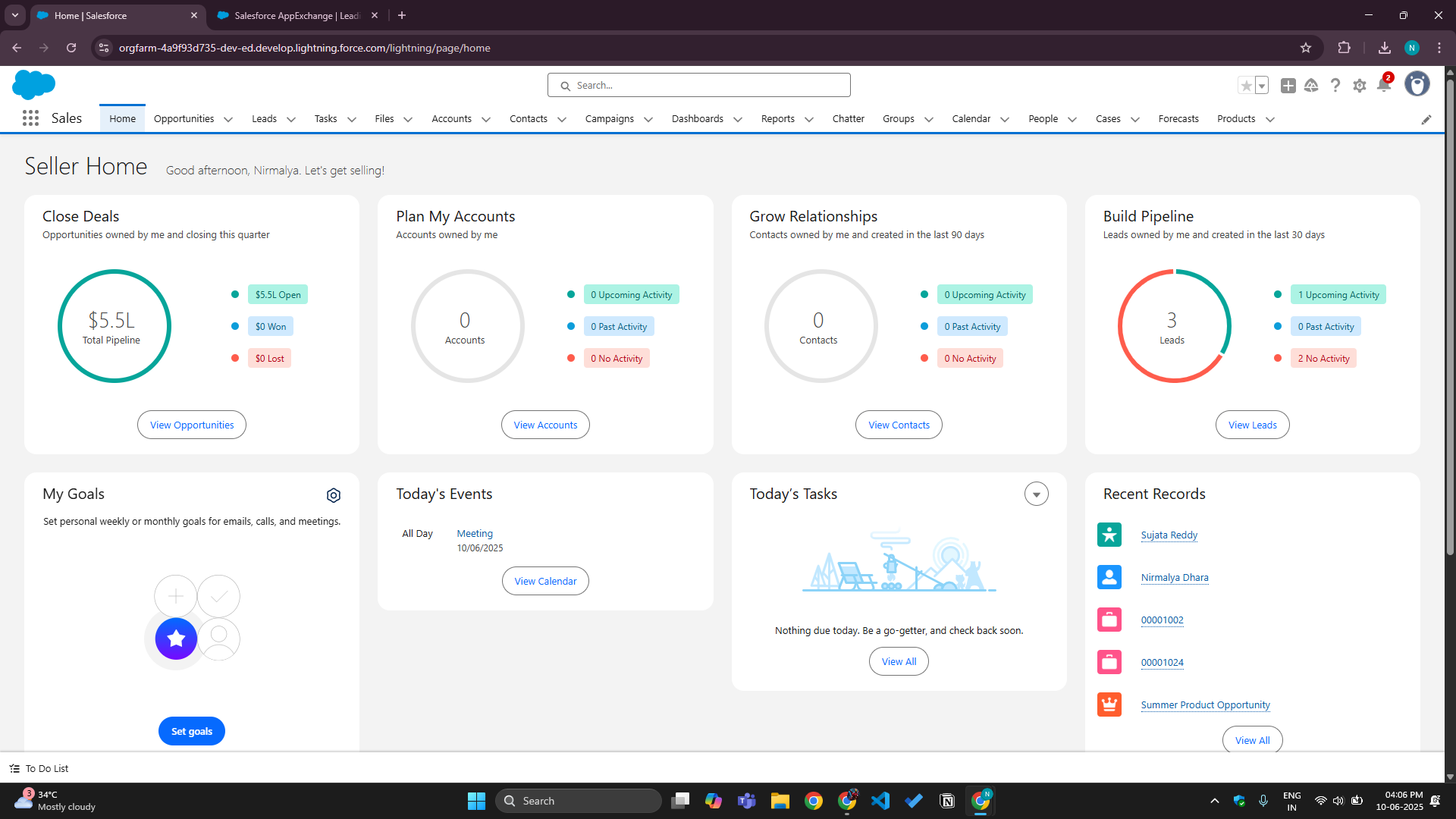
**Day - 10**

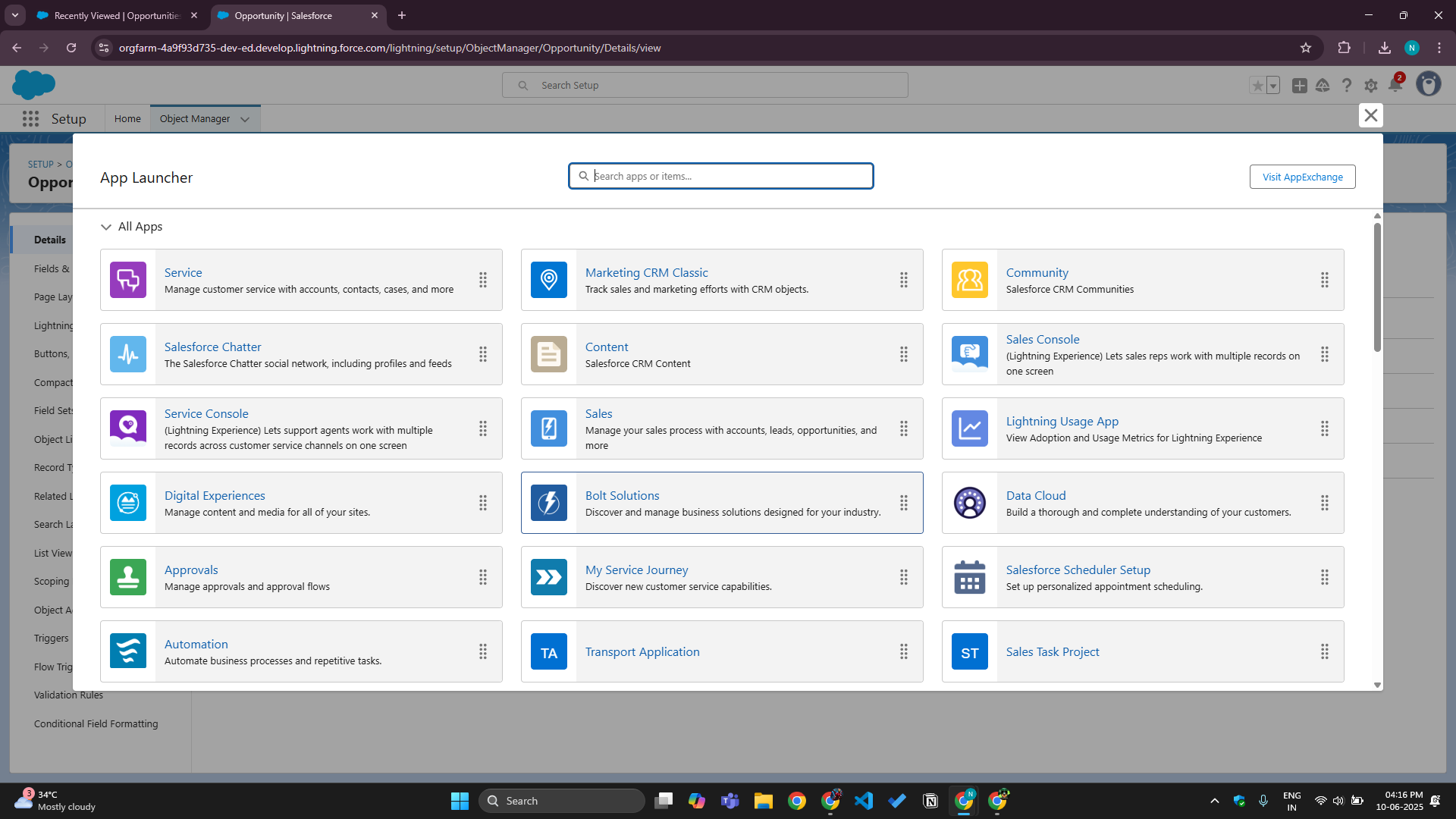
**Assignment - 1**

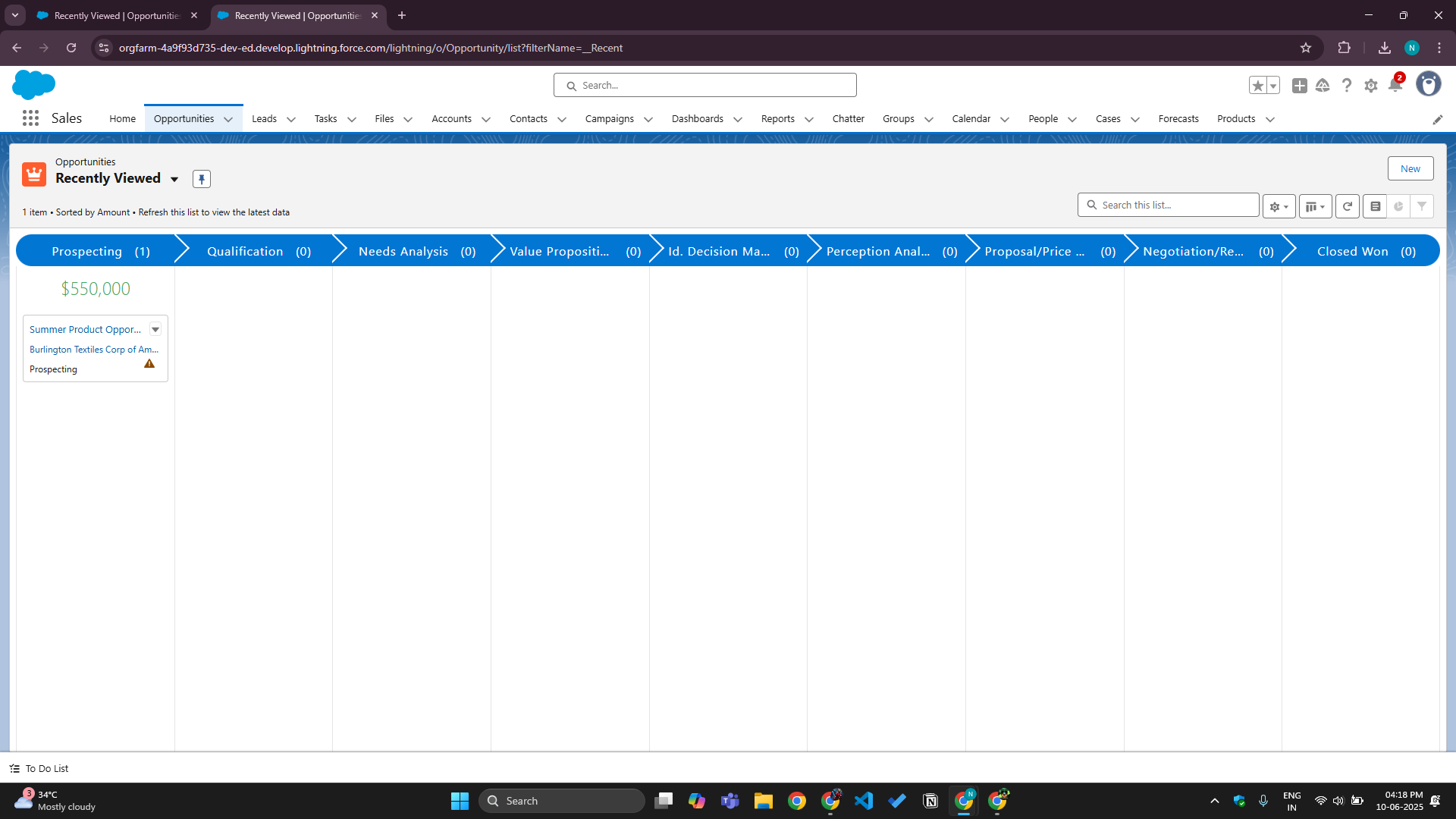
**Salesforce - Opportunities, Sales Path and Full Sales Cycle**

**Name: Mriganka Patra  
Email: mriganka.patra@cognizant.com**

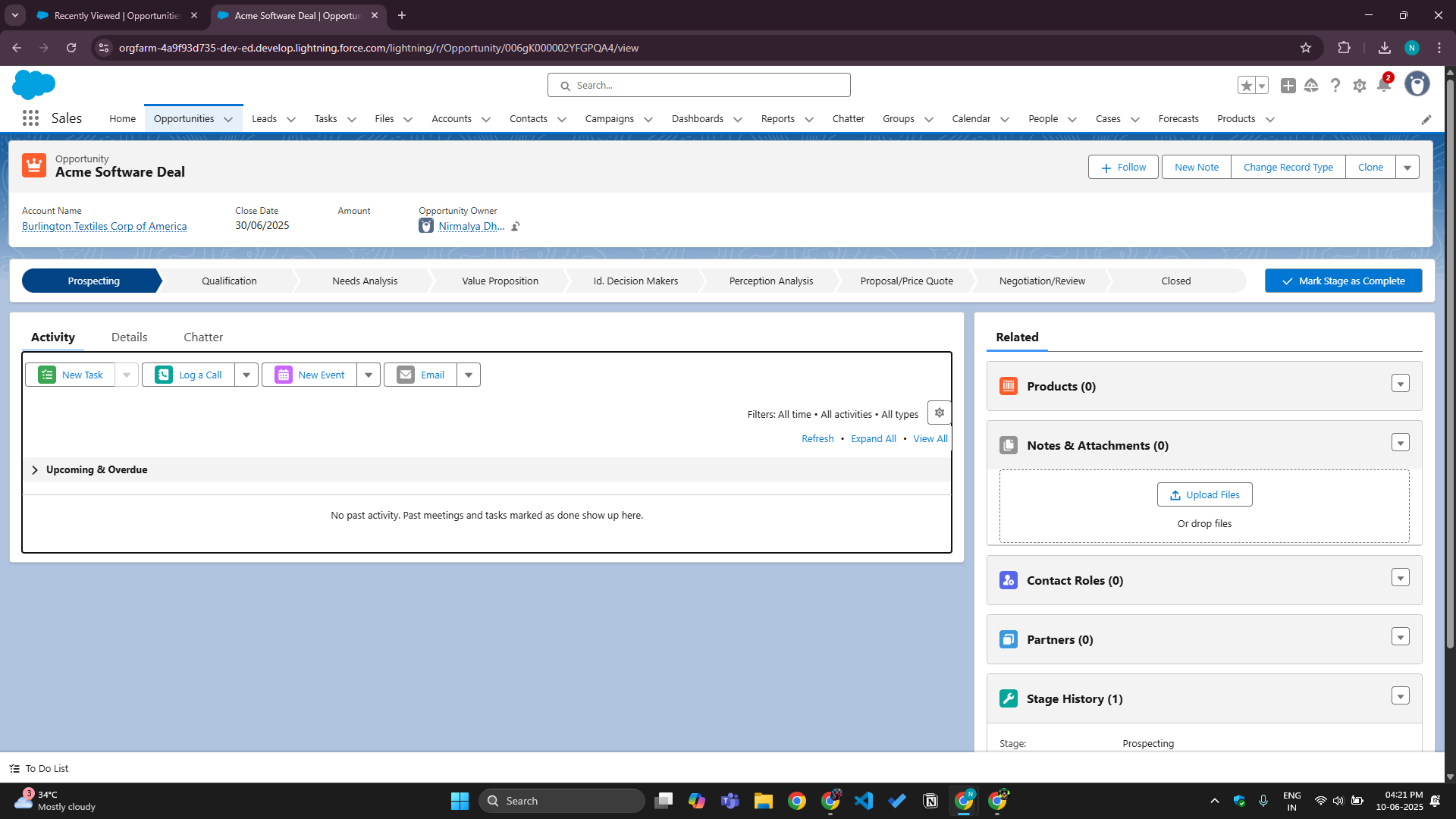
Task 1: Create a new Opportunity and walk through the default stages: Prospecting to Closed Won/Lost.

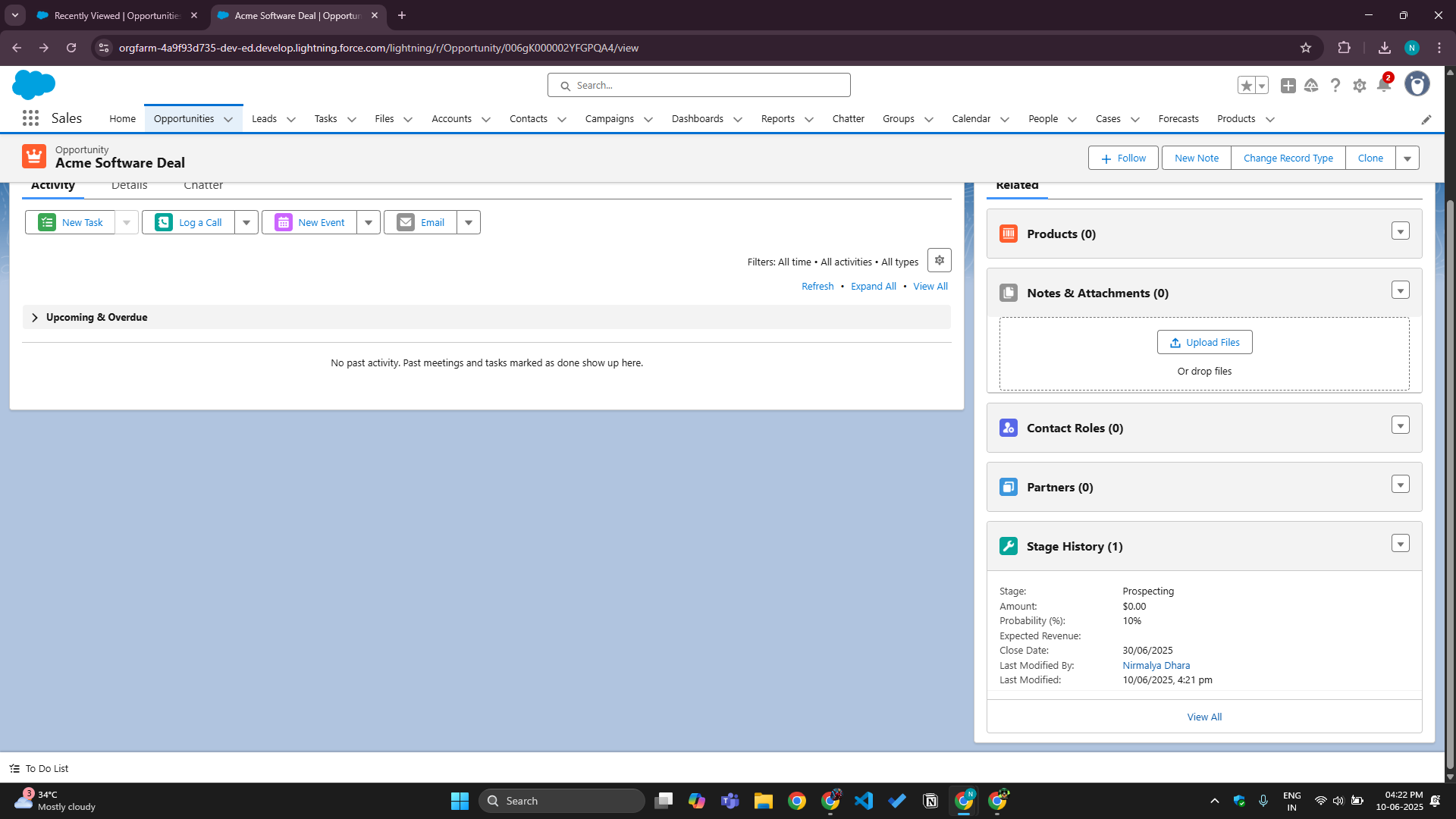






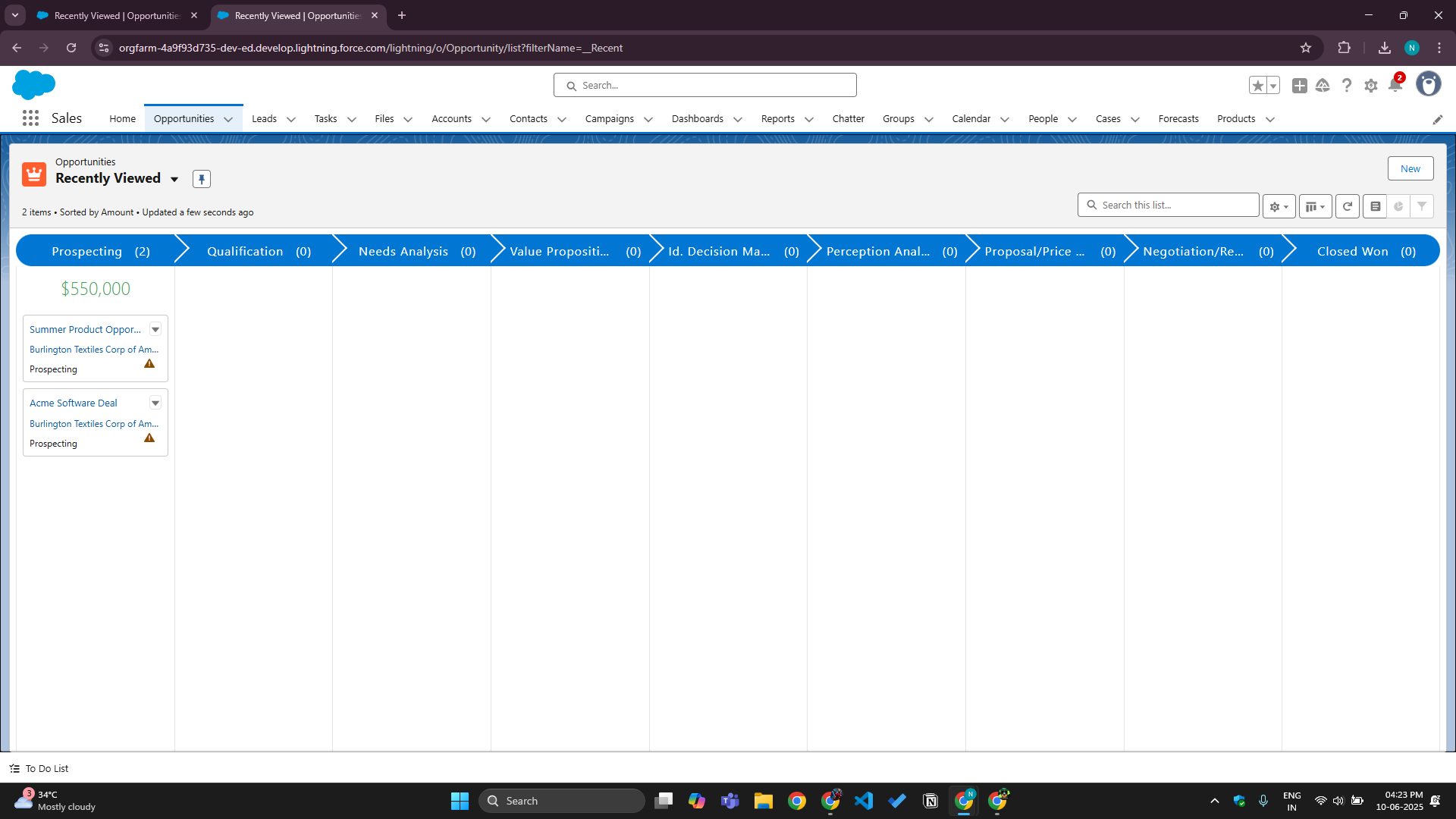


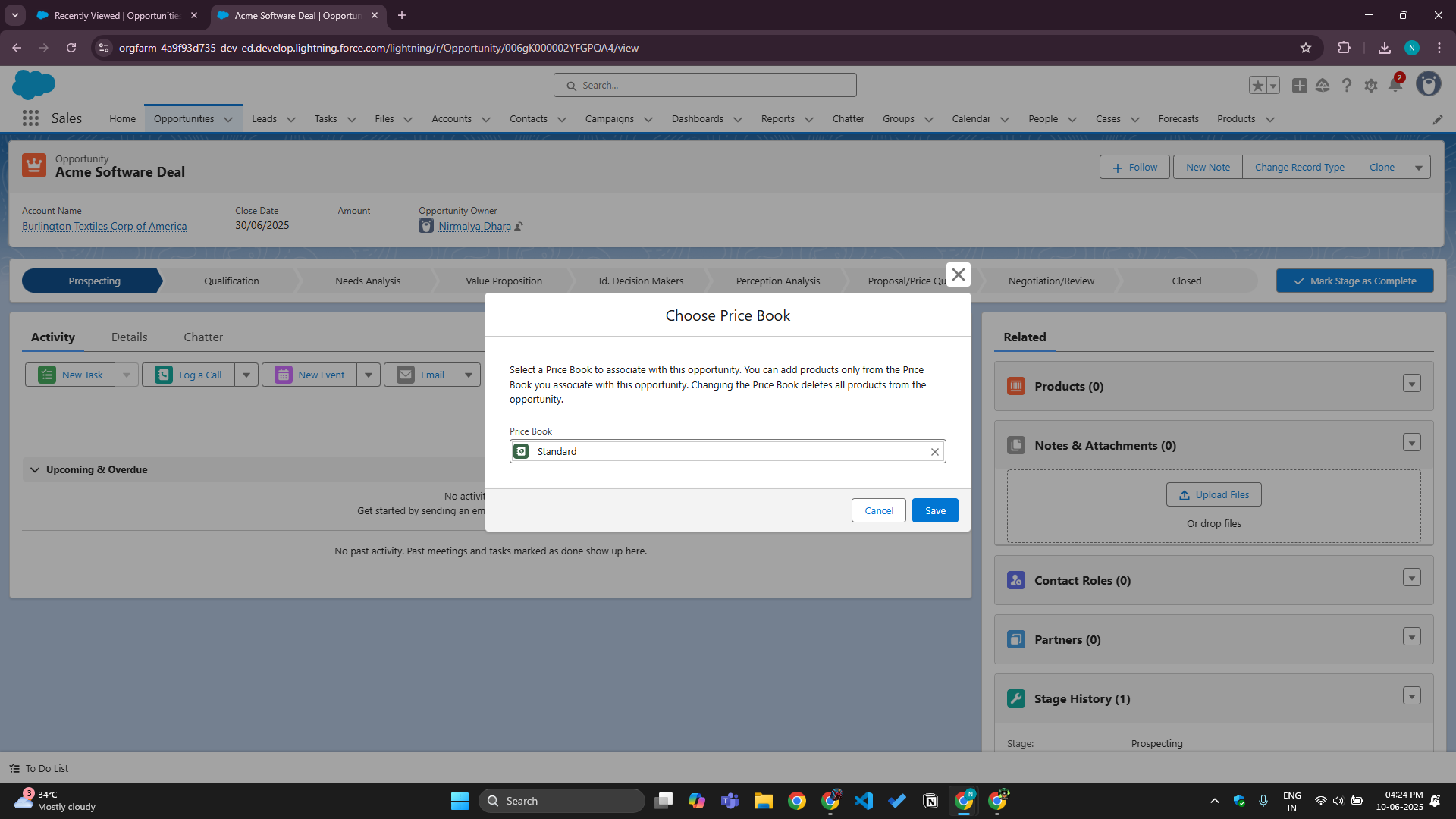


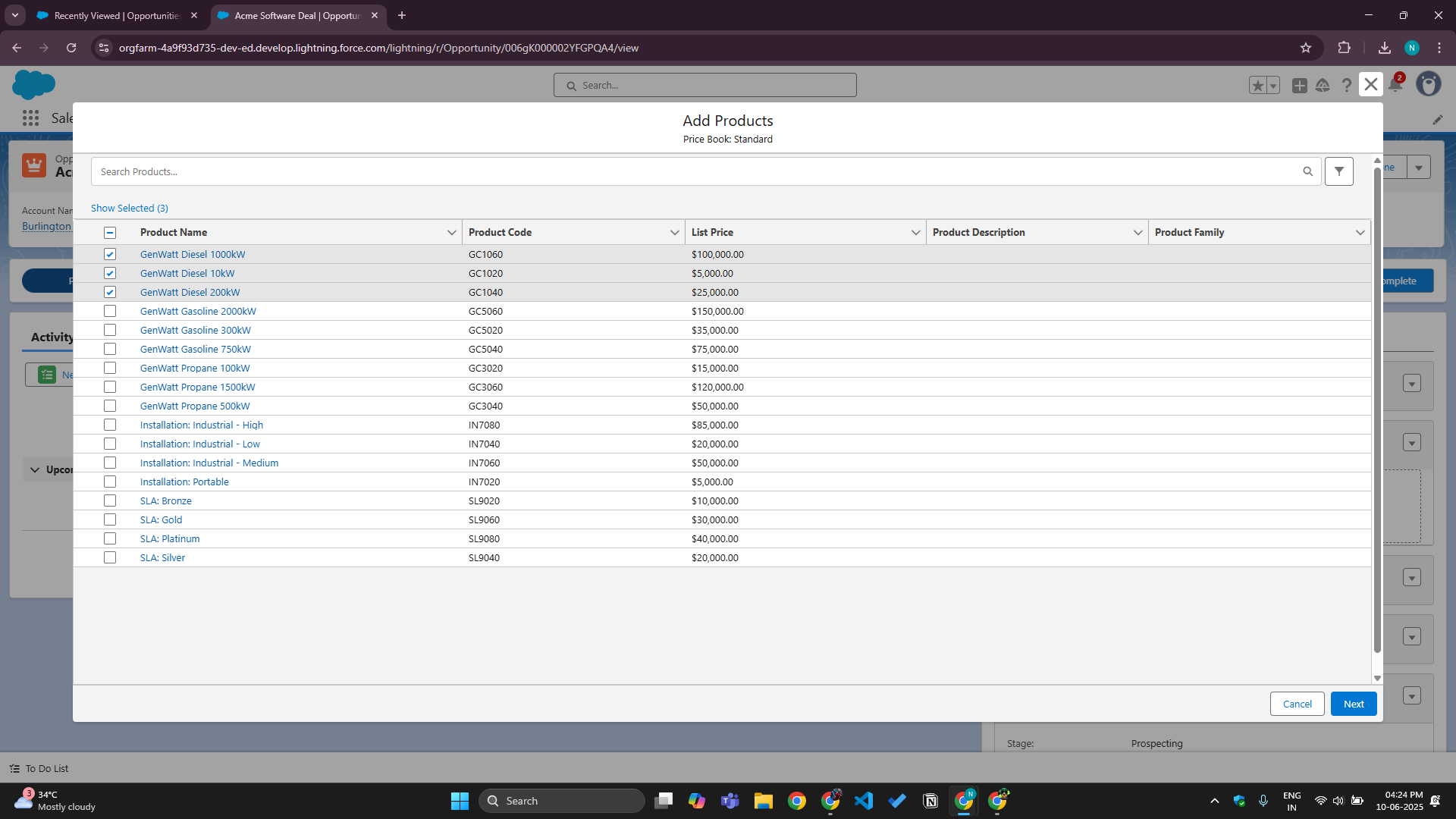


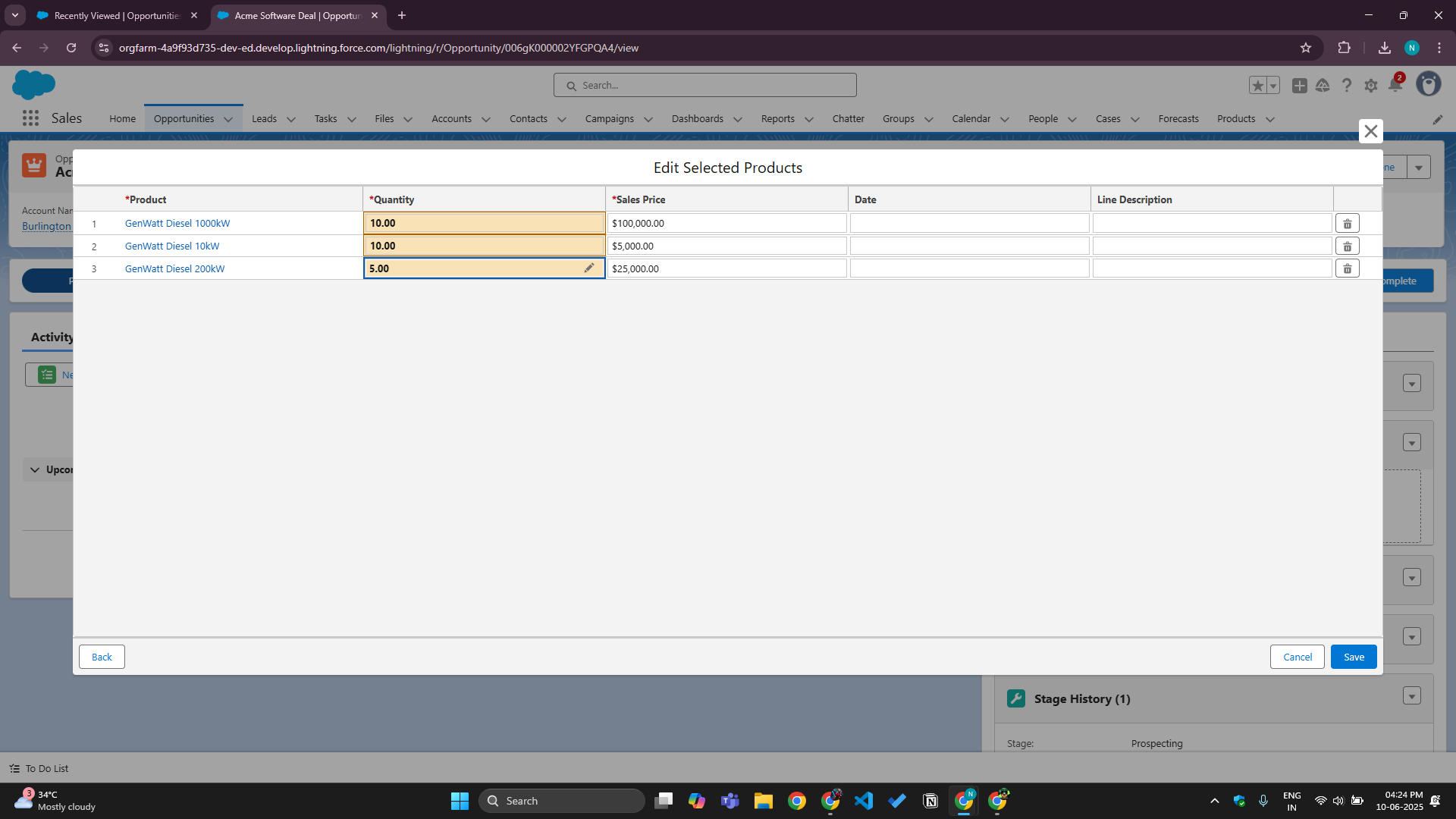
Task 2: Add Products to the Opportunity from a Pricebook:

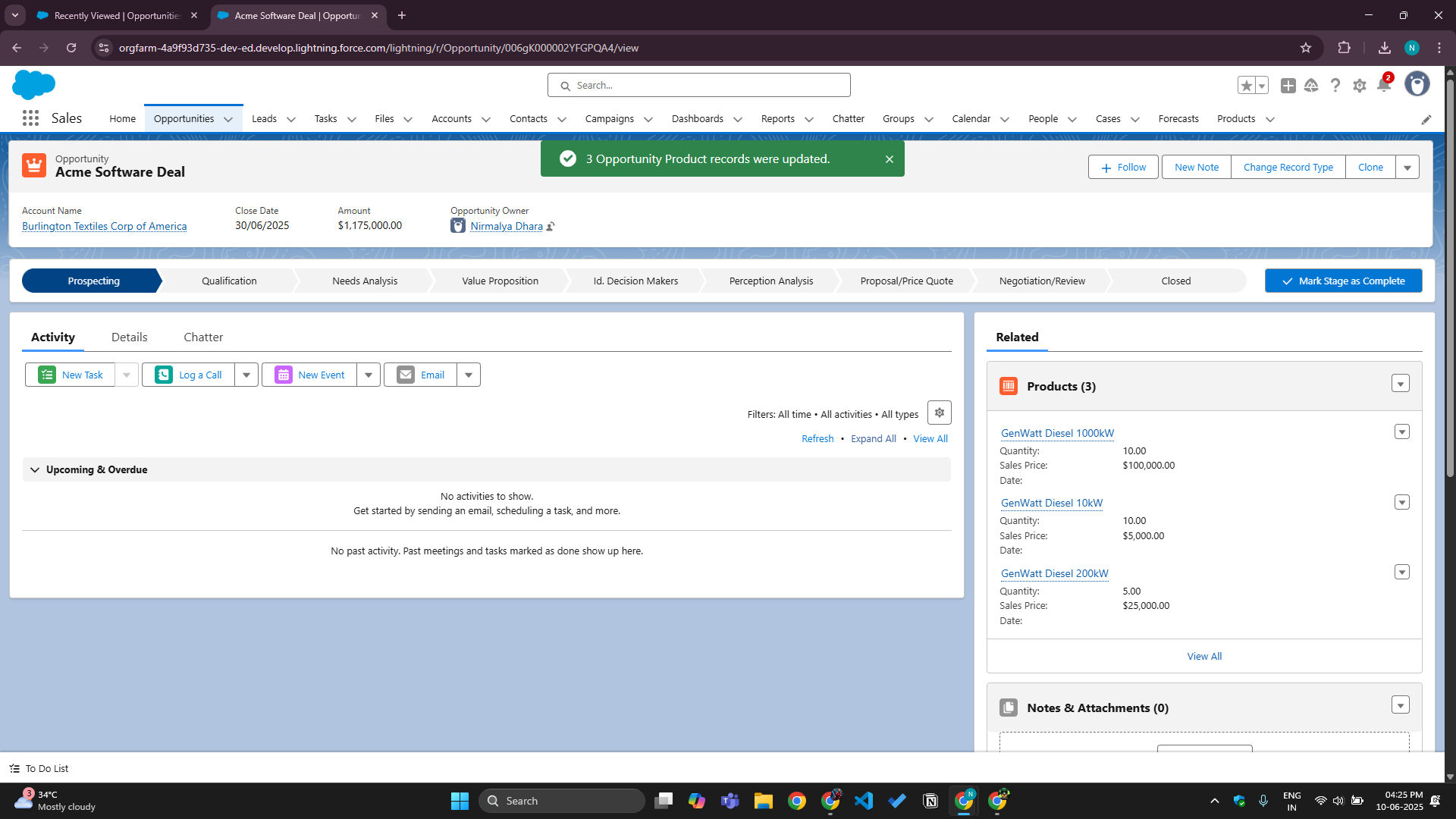
* Include at least 2 different Products with quantities and discounts.

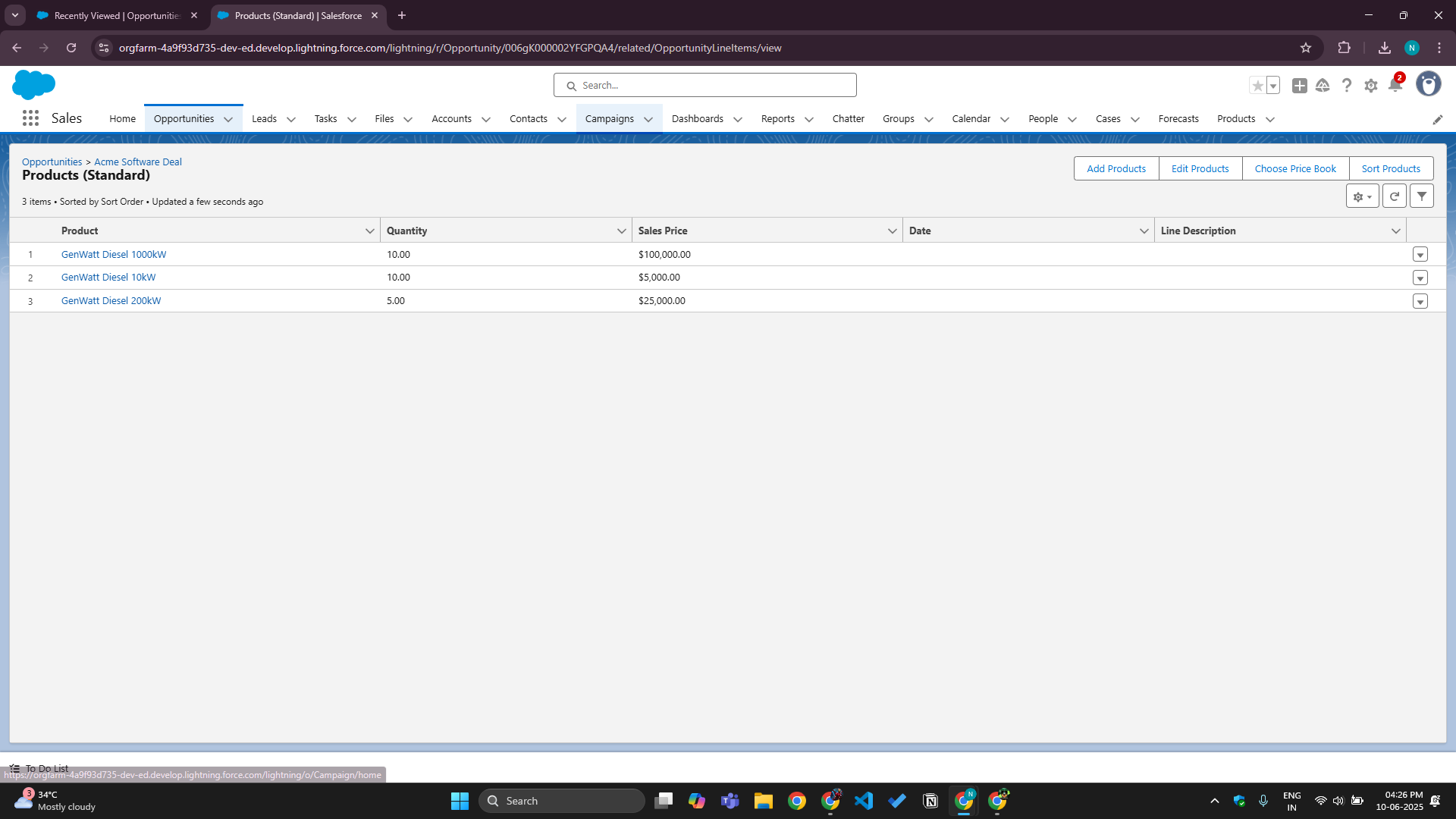






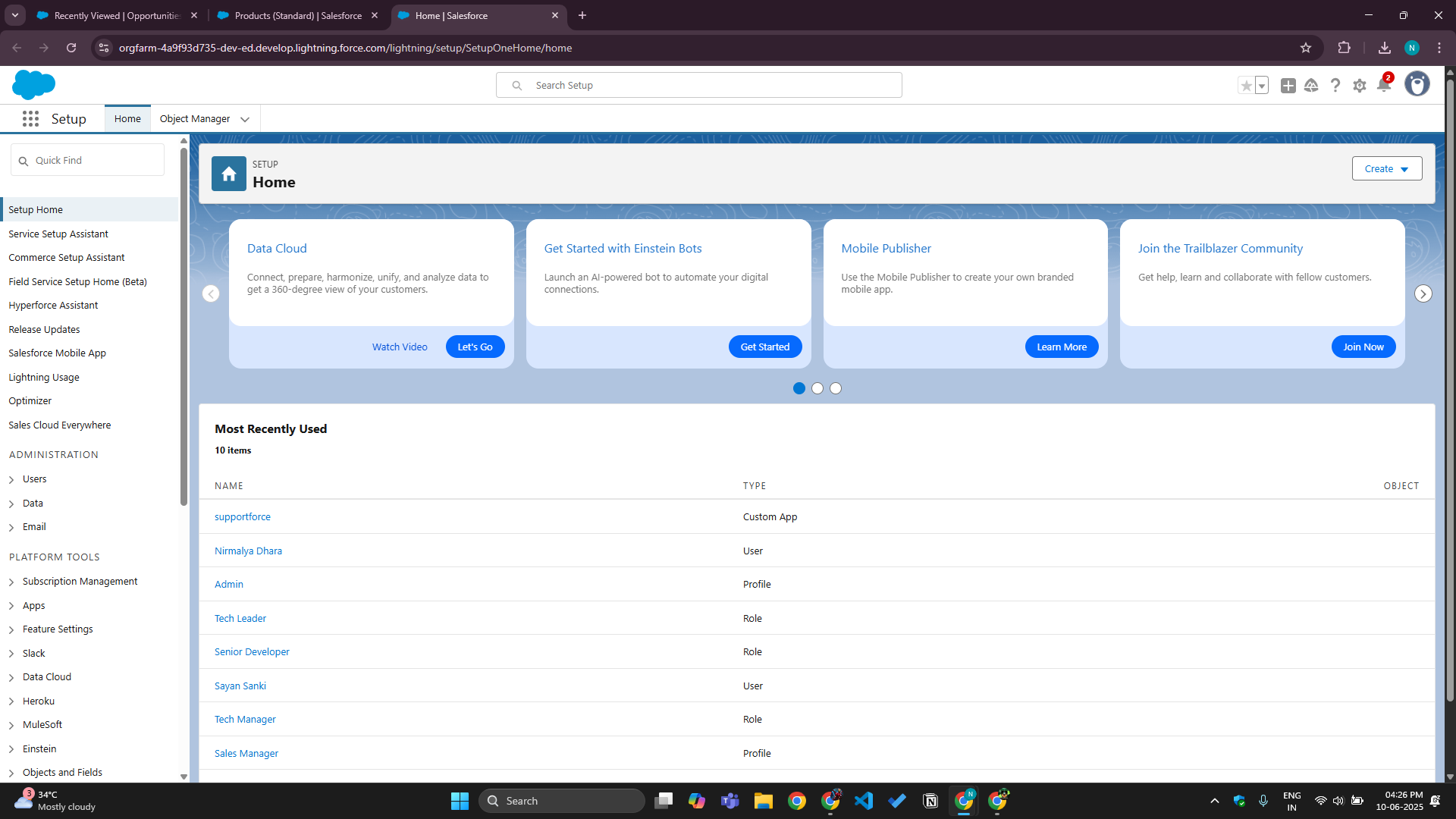


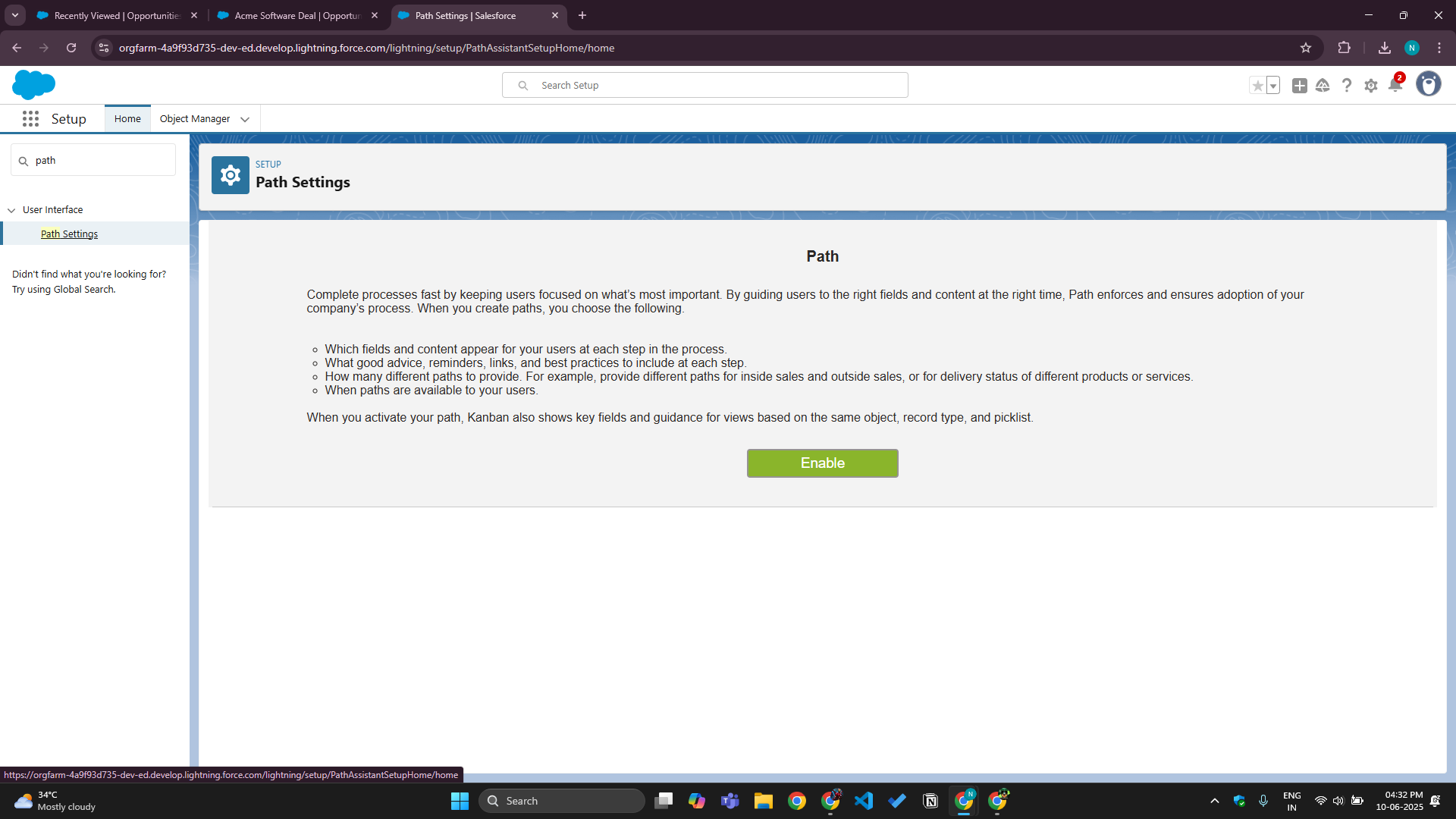


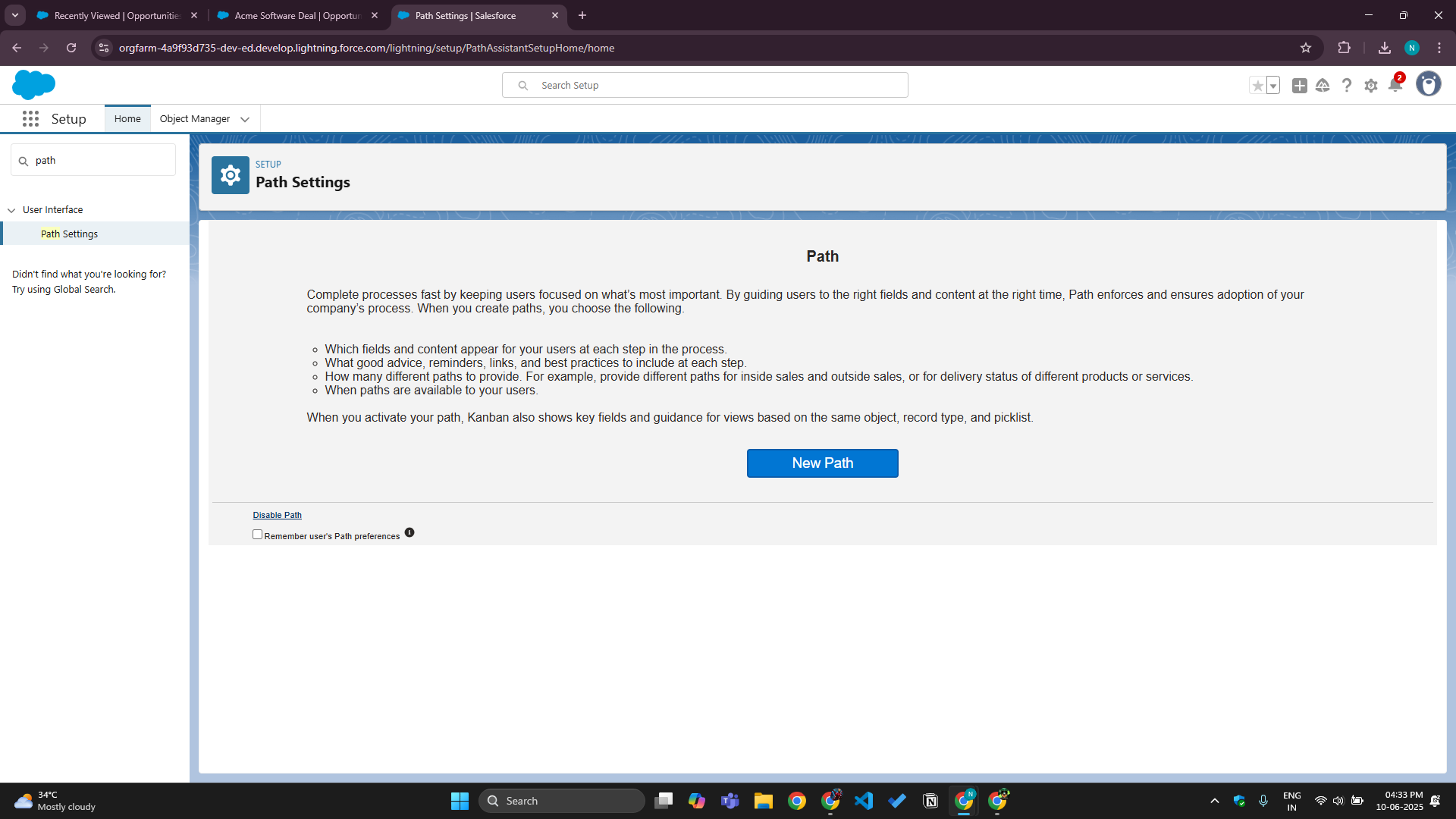


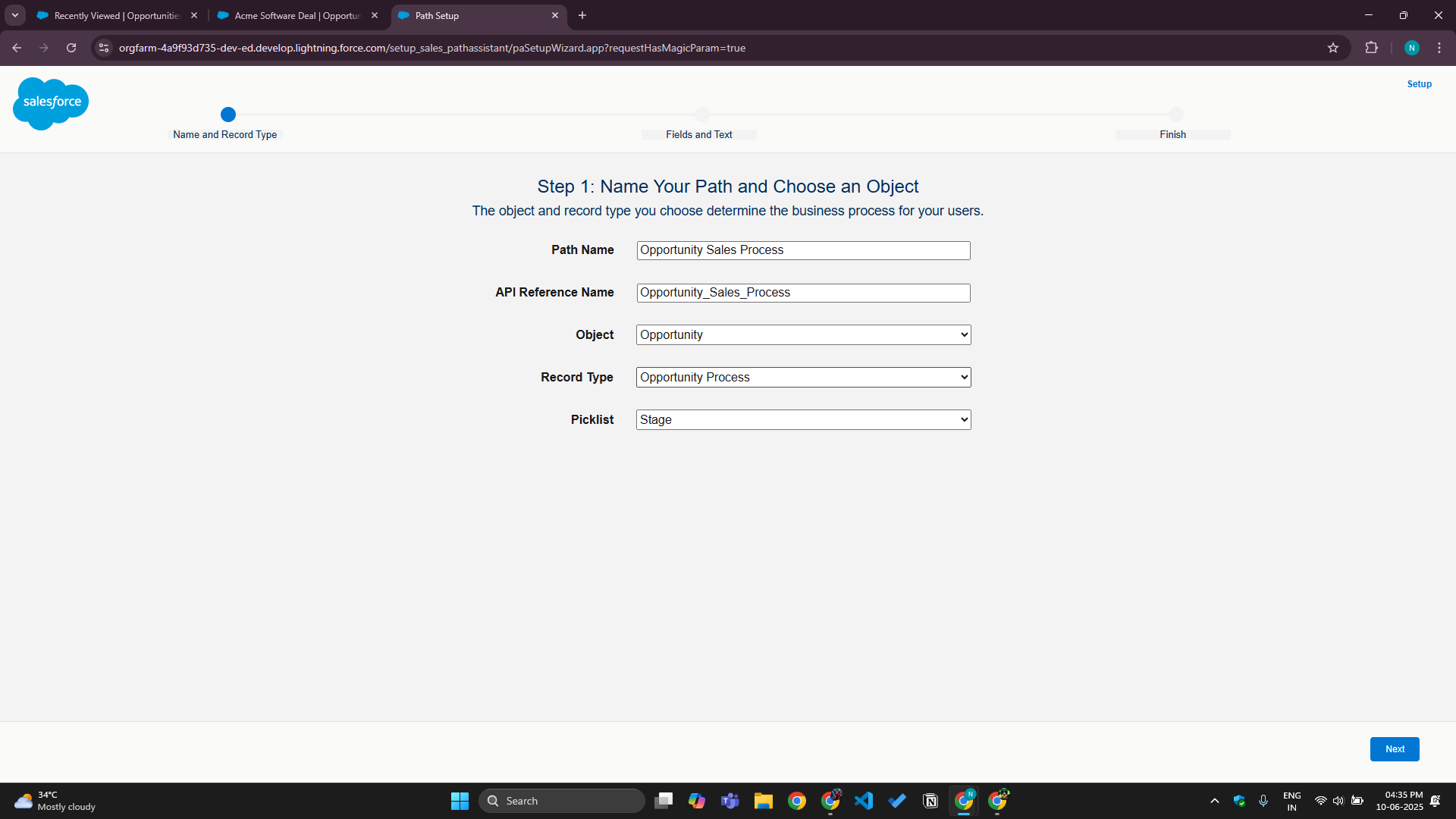
Task 3: Customize a Sales Path for Opportunities:

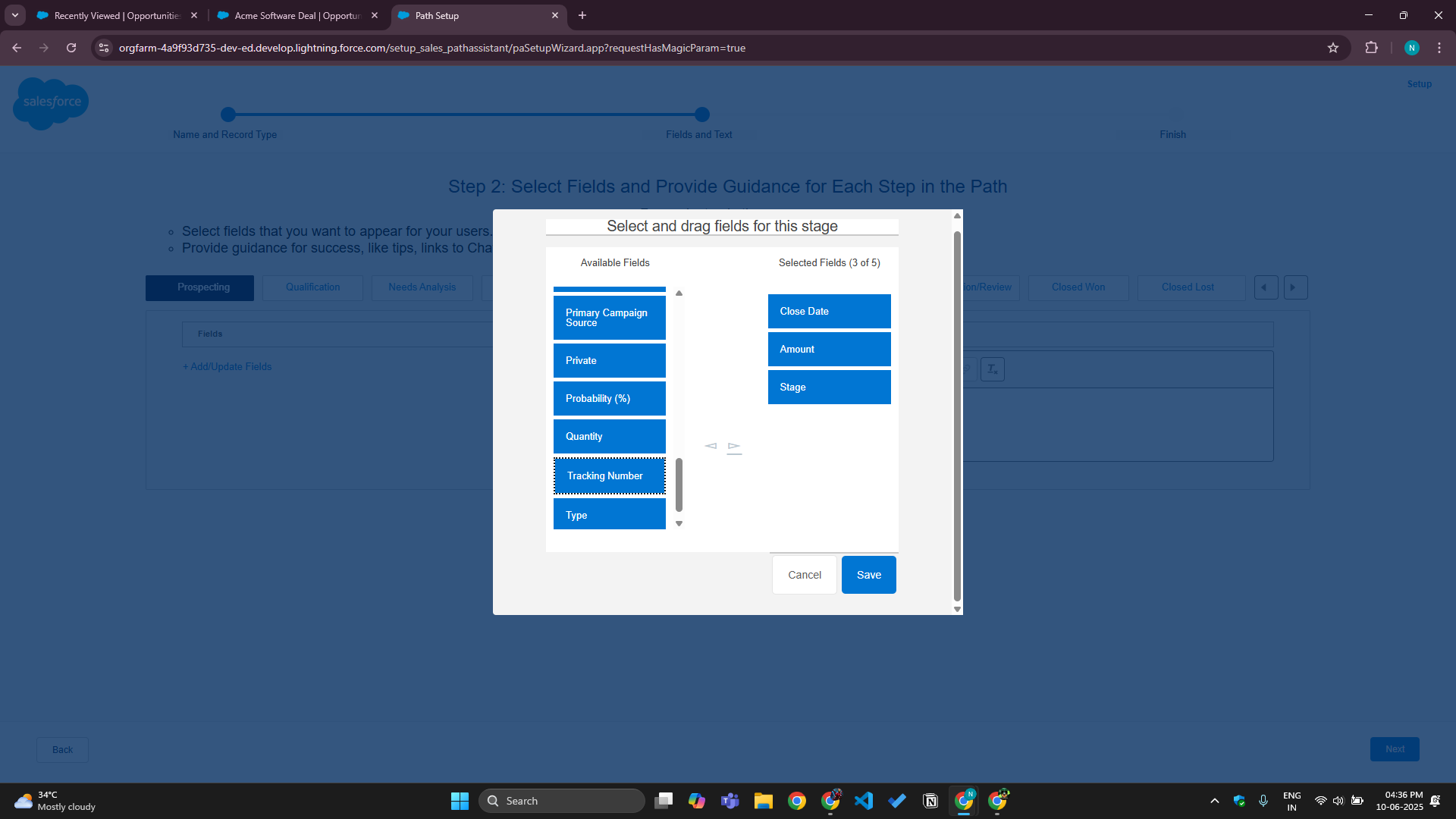
* Define key fields and guidance for each stage.

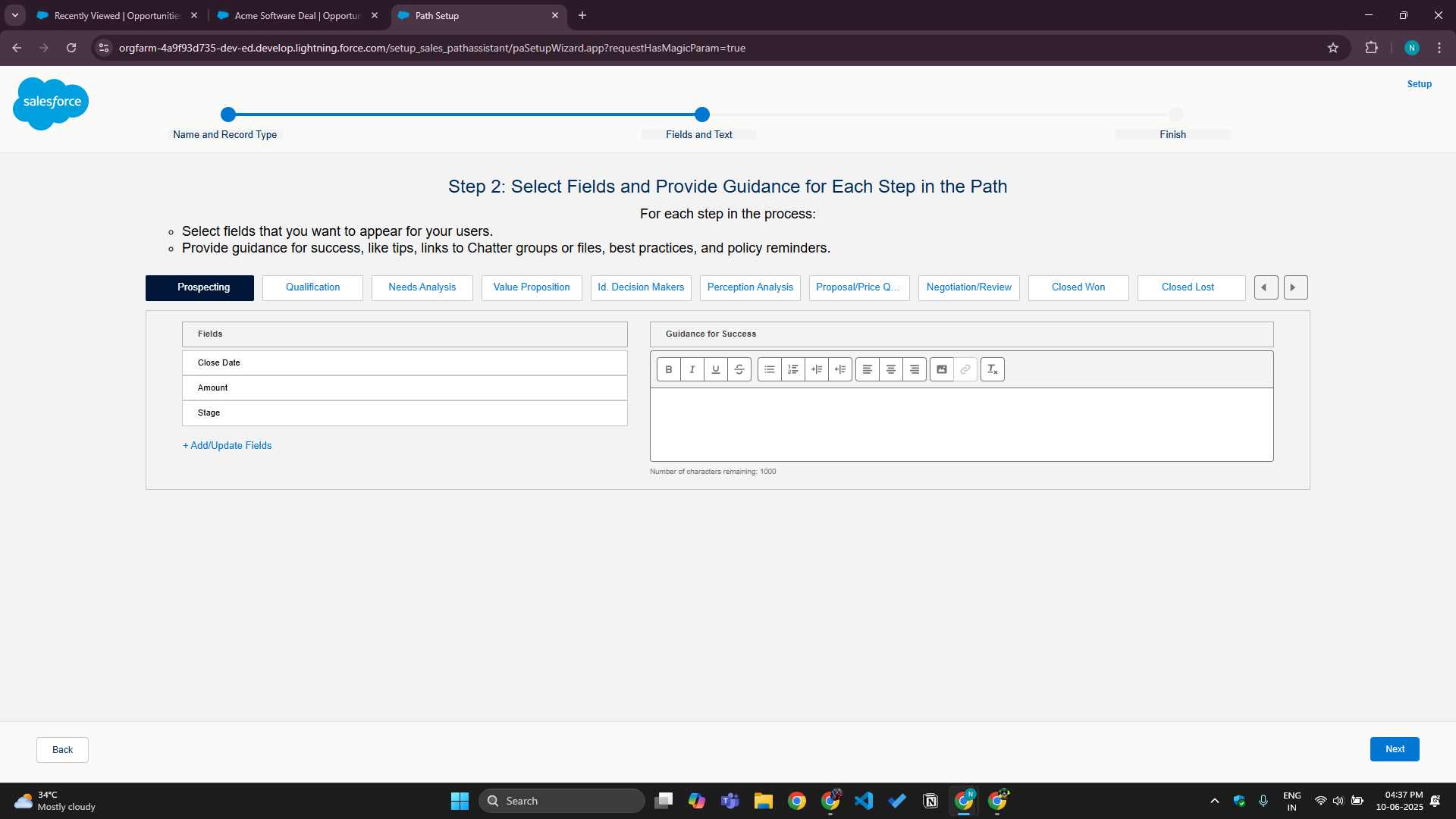


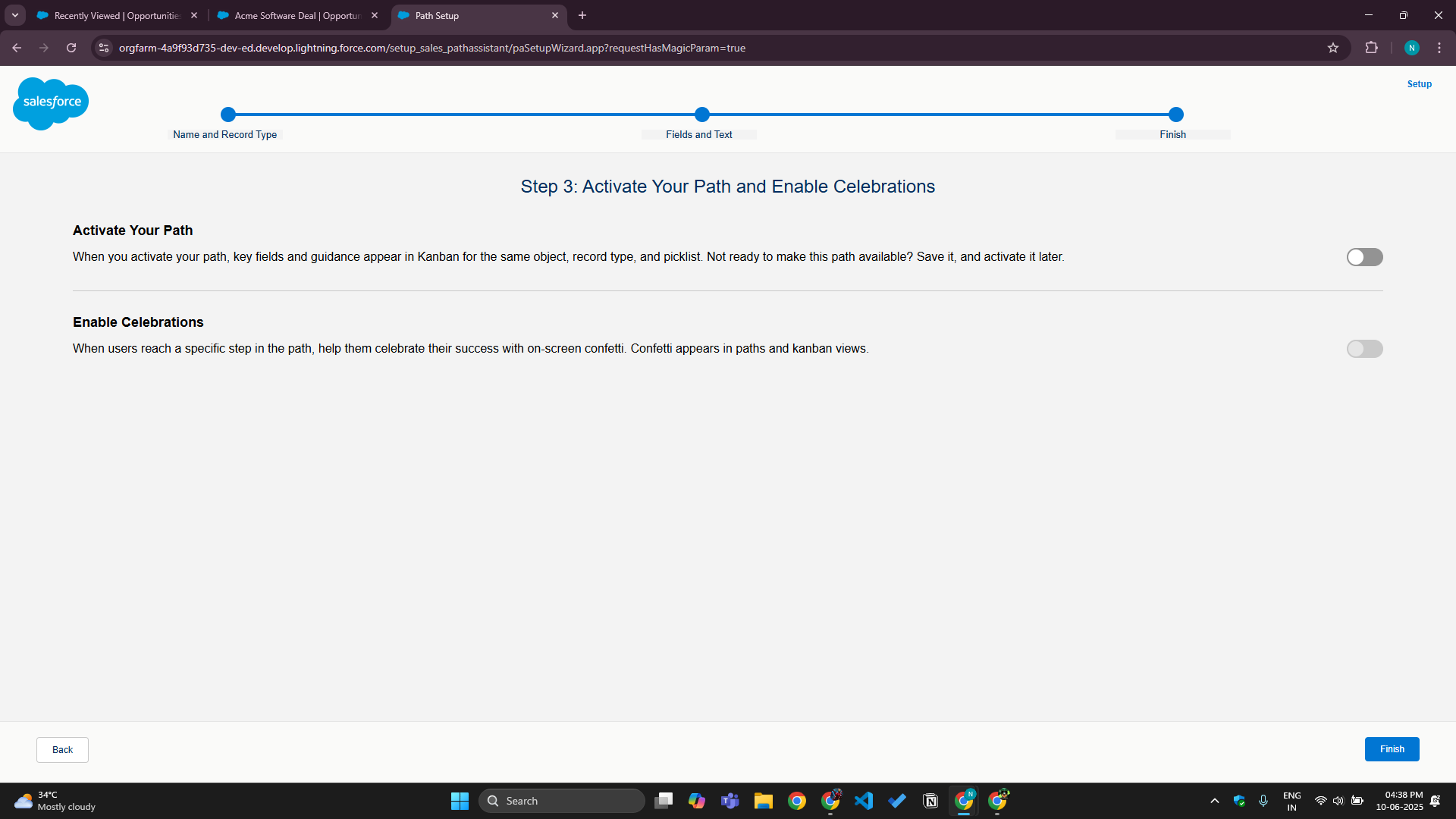


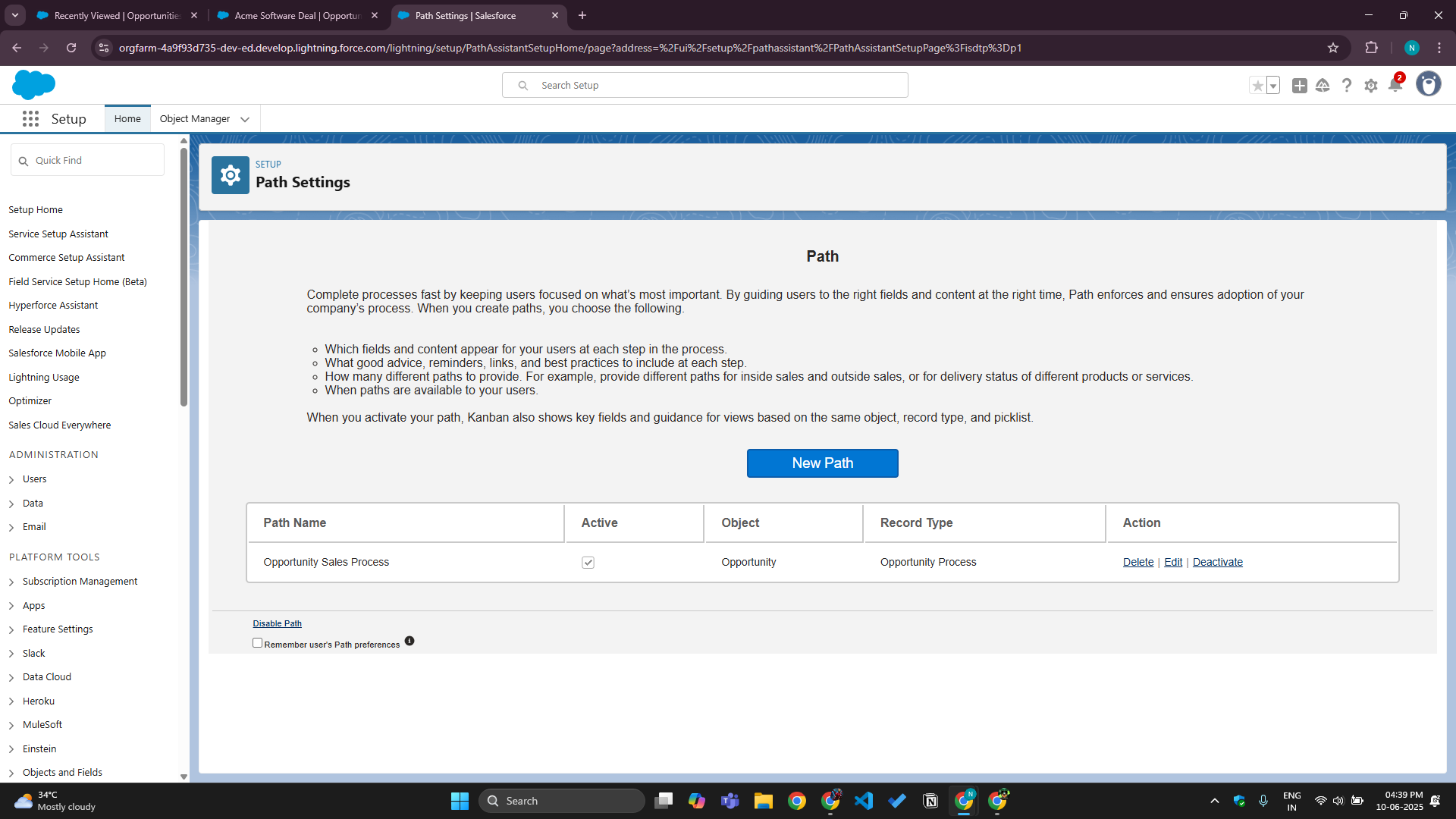






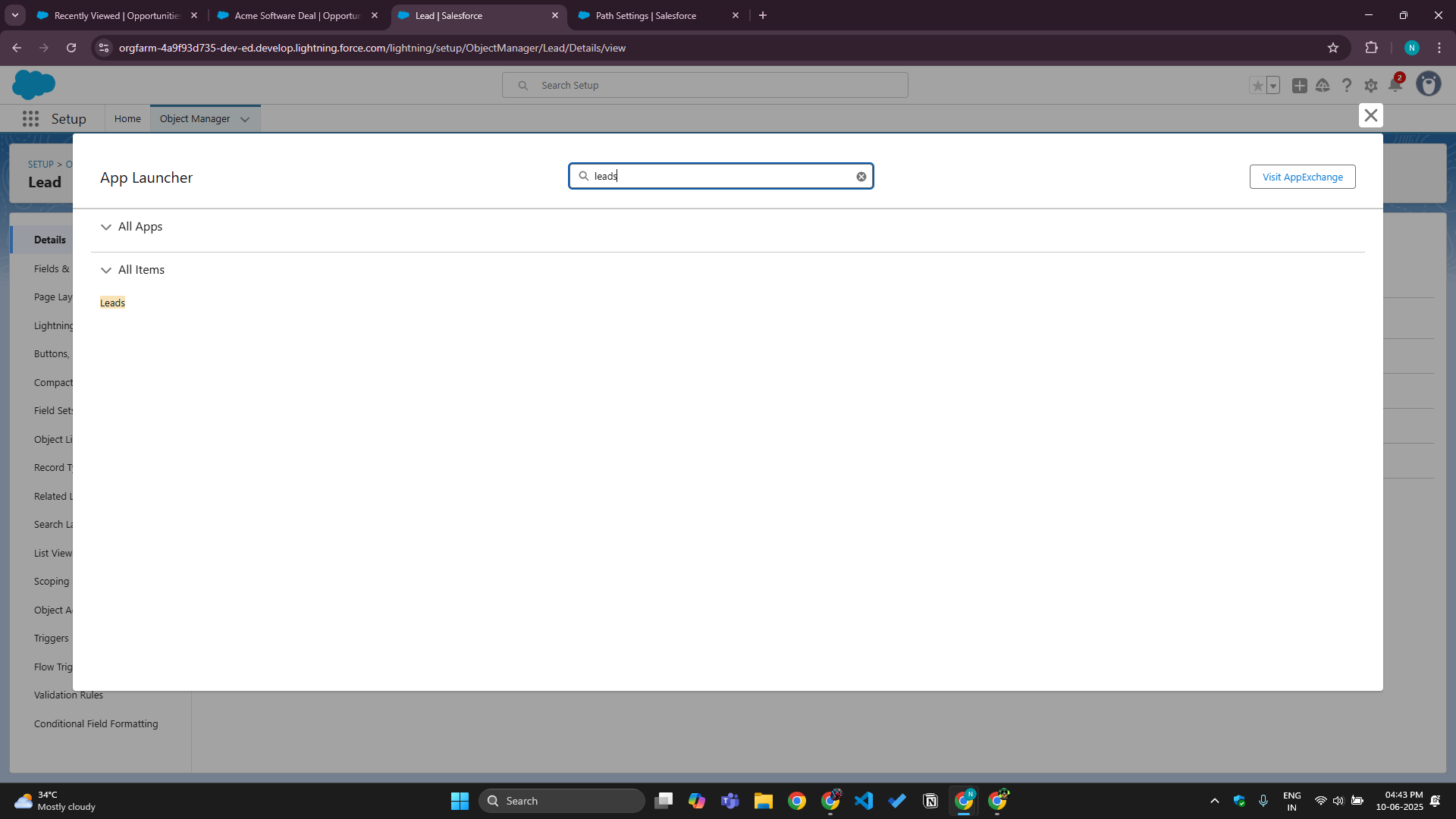




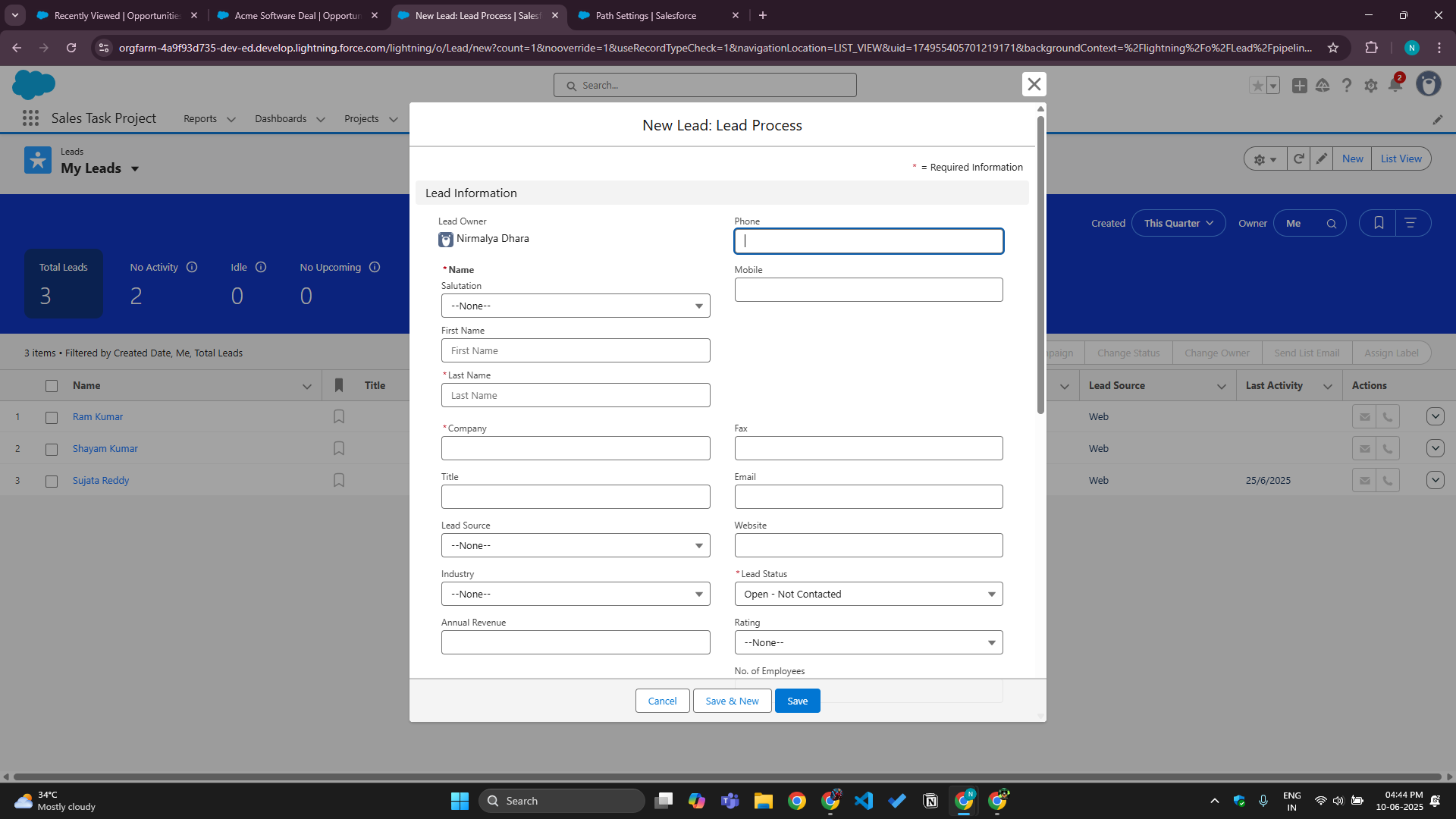


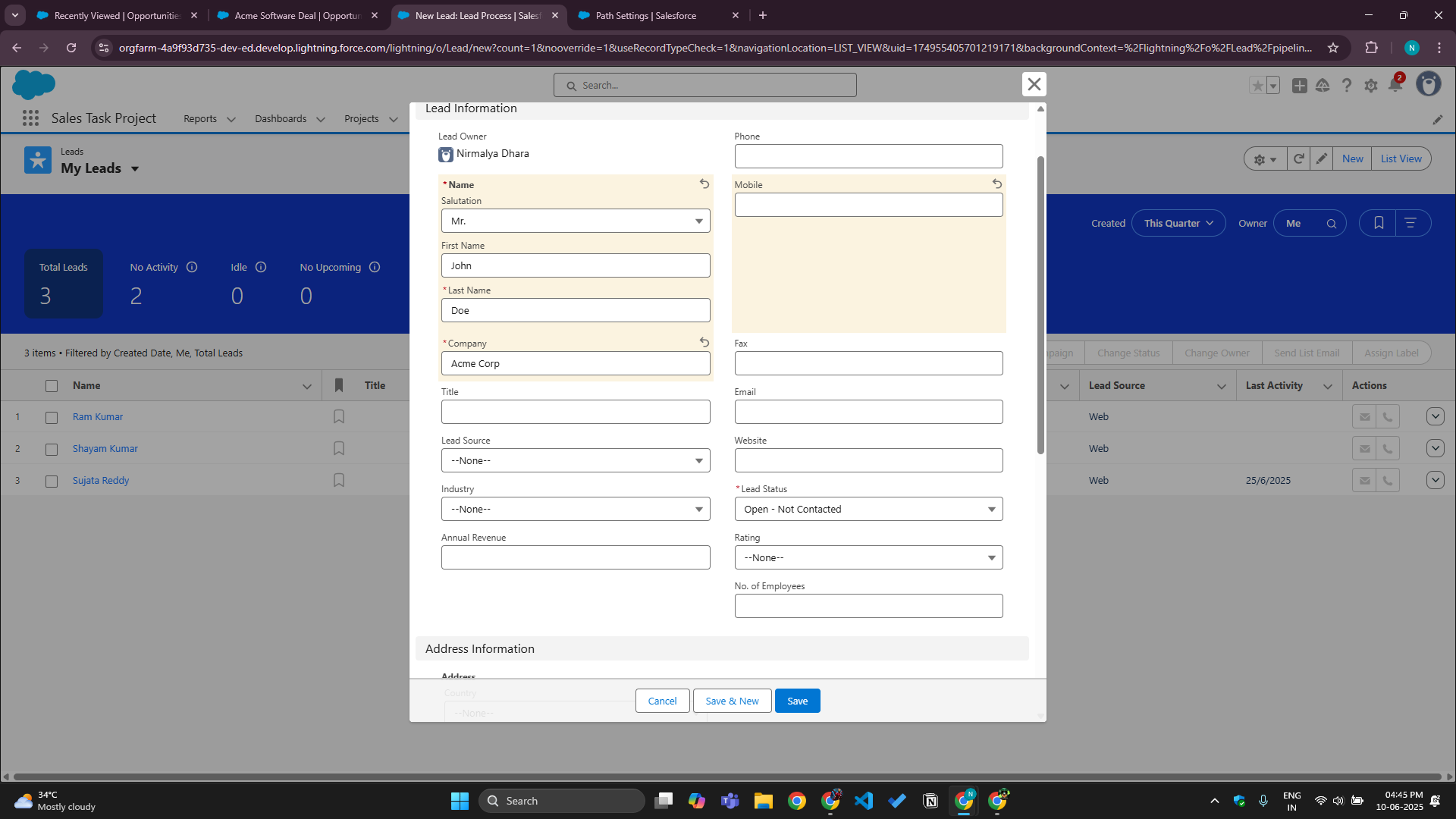
Task 4: Simulate a full Sales Cycle:

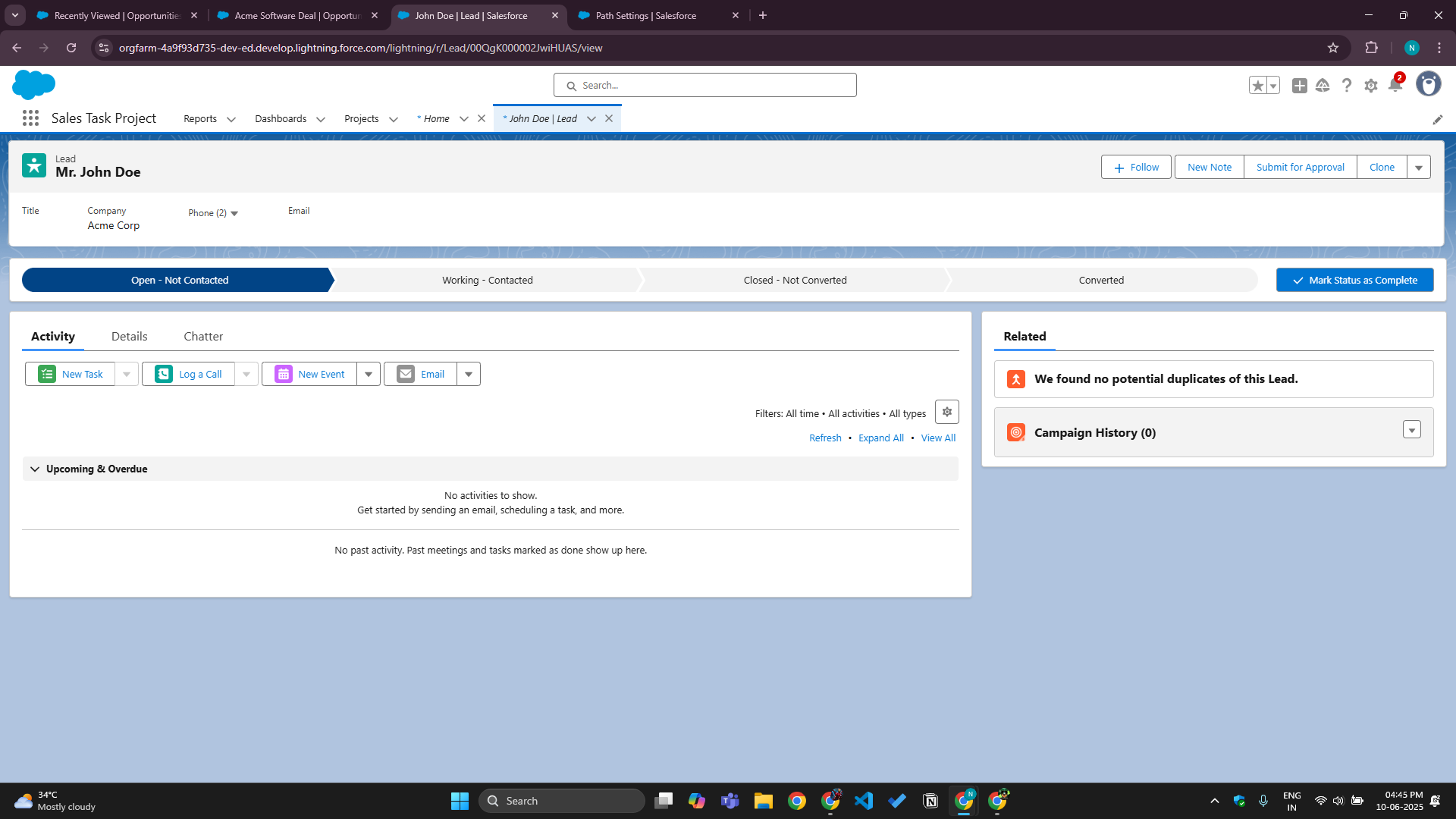
* Convert a Lead -> Create an Account and Contact -> Create an Opportunity -> Add Products -> Close Opportunity

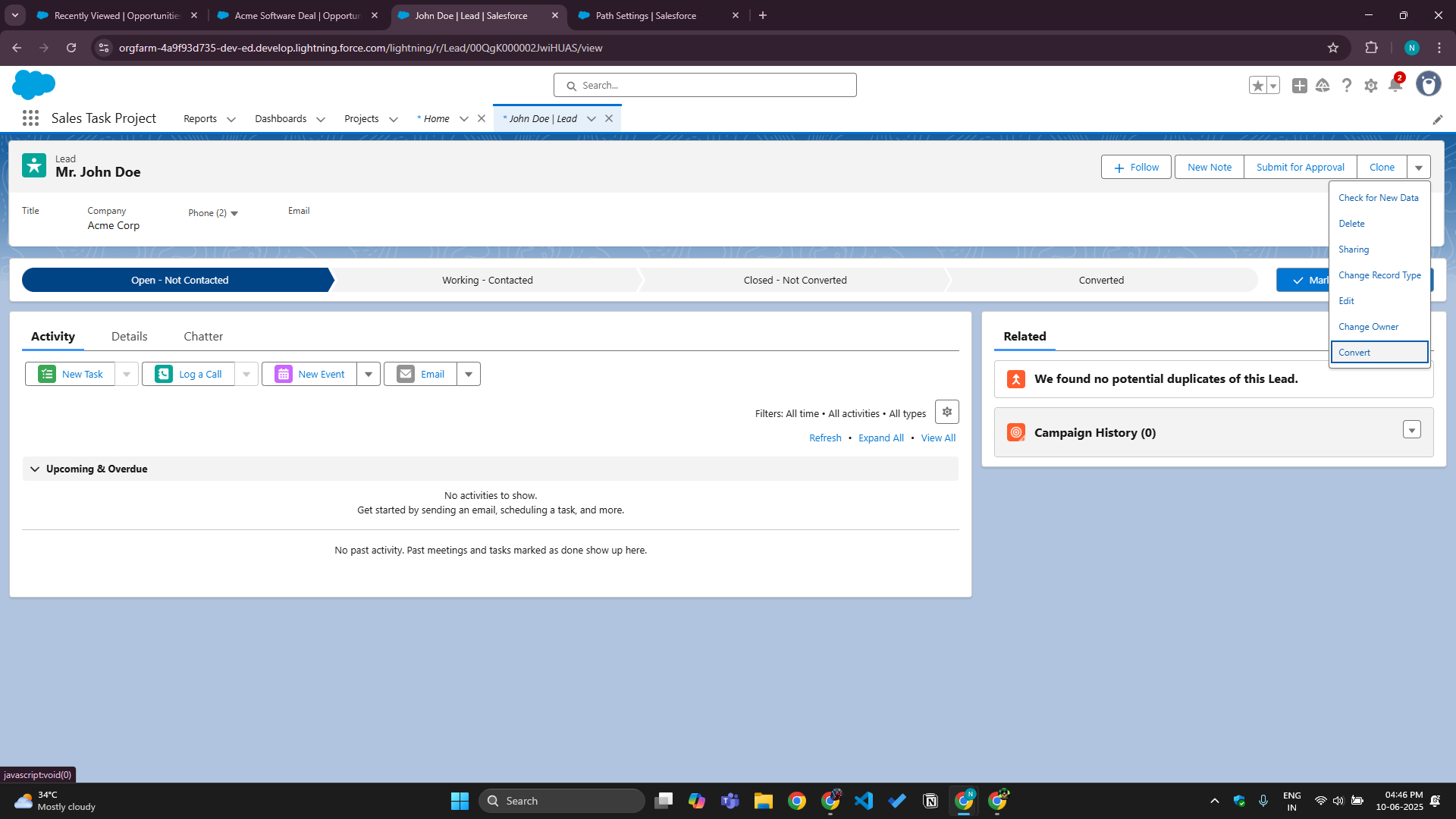


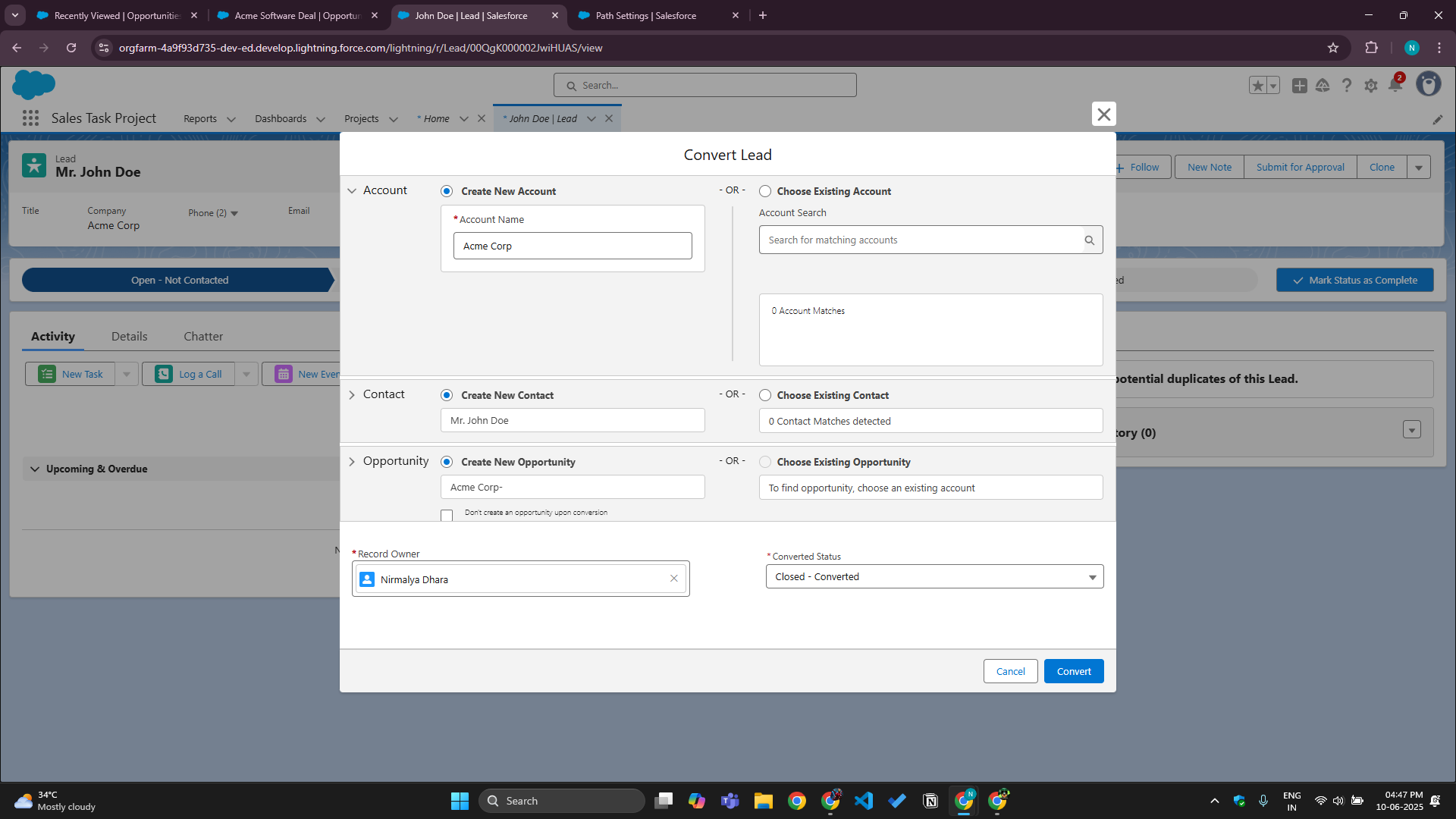


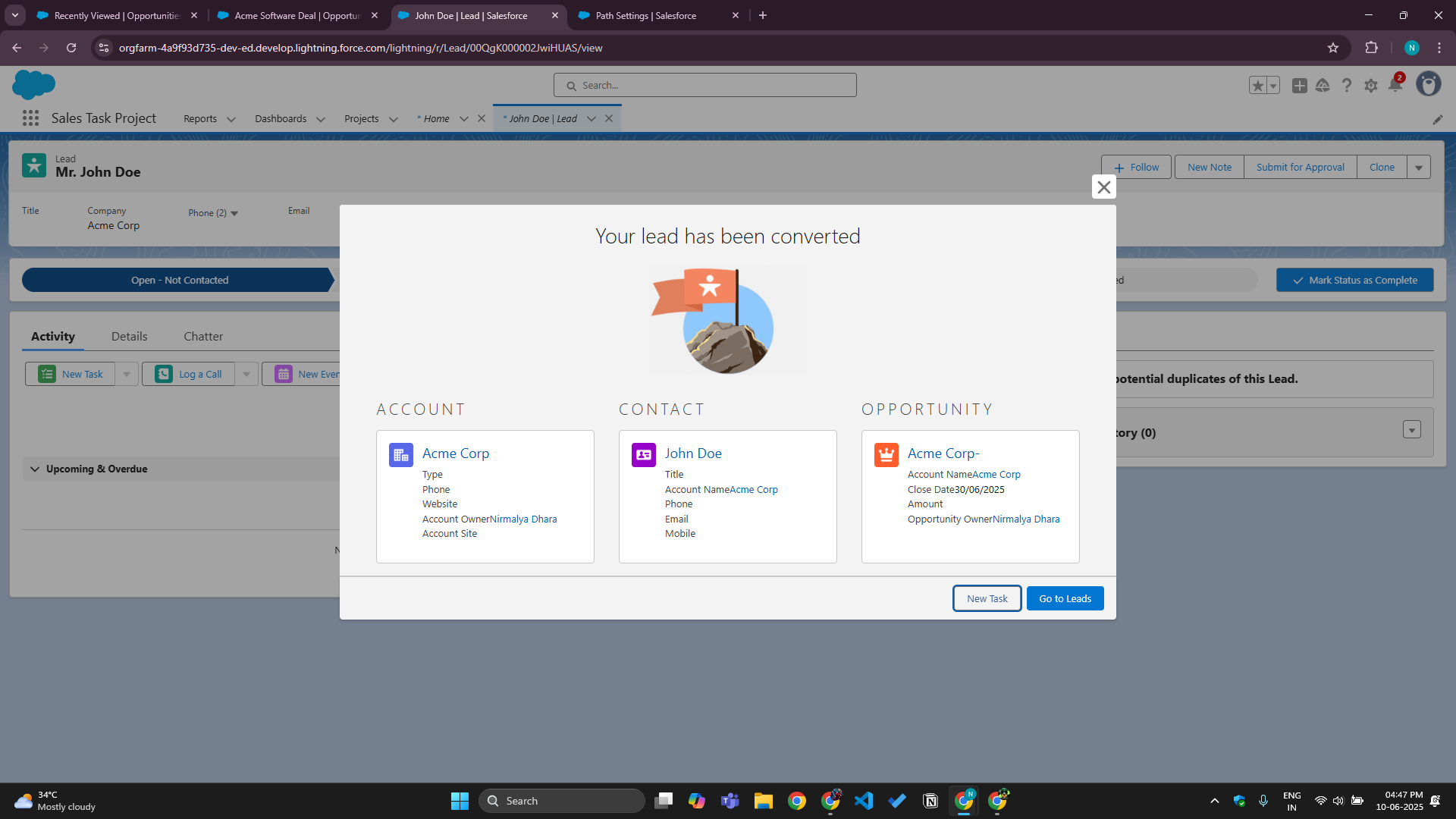


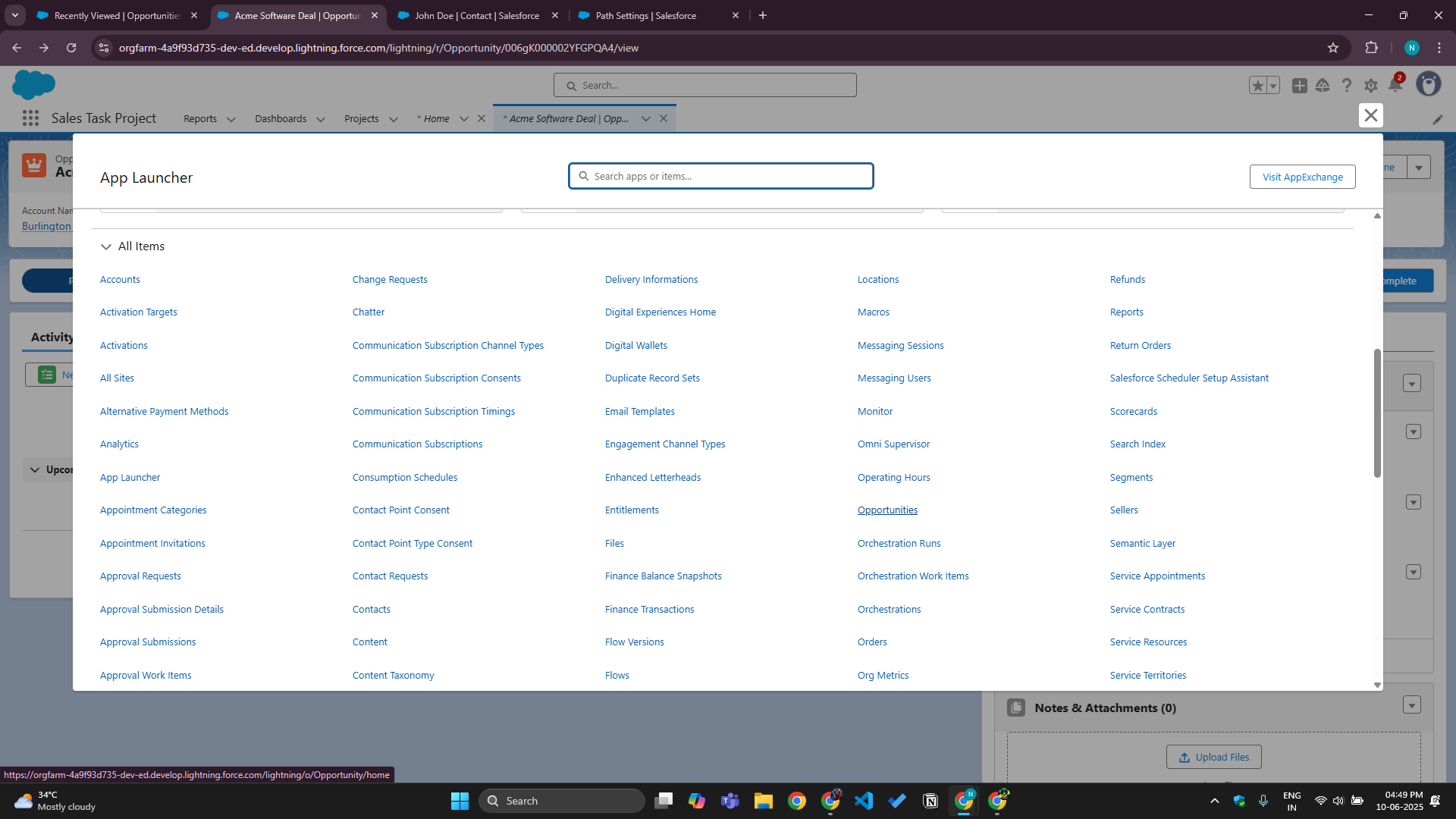


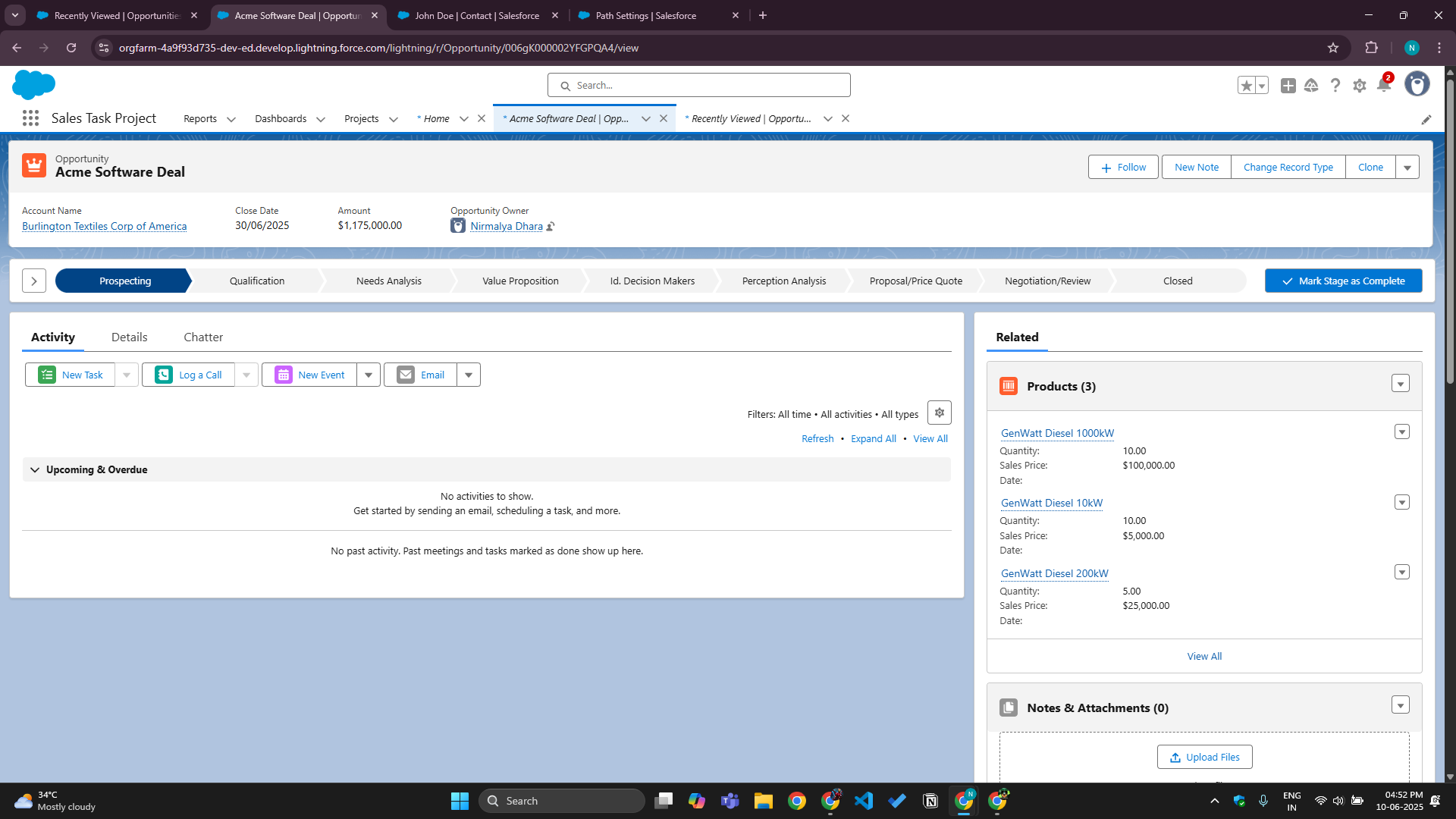


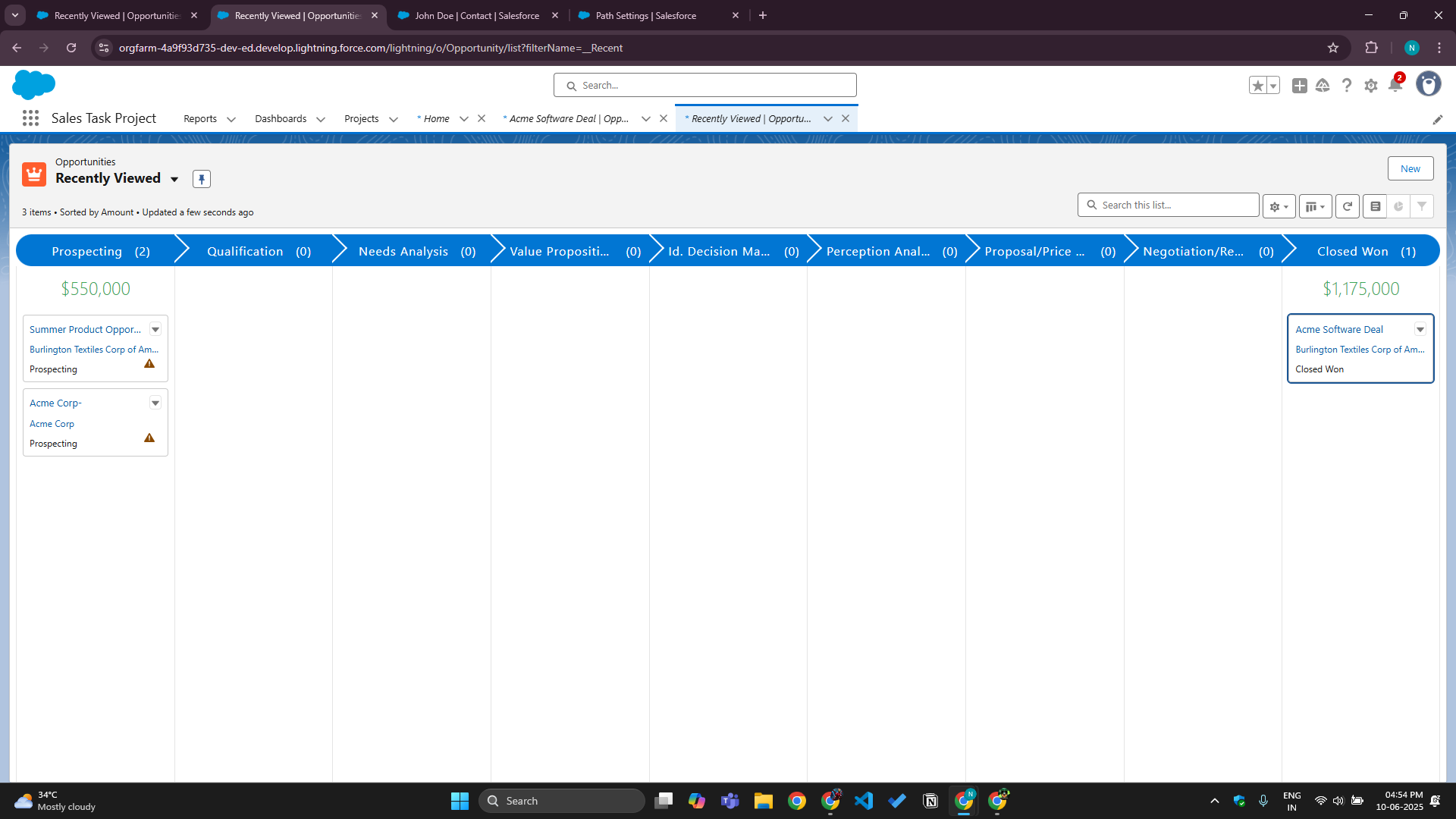




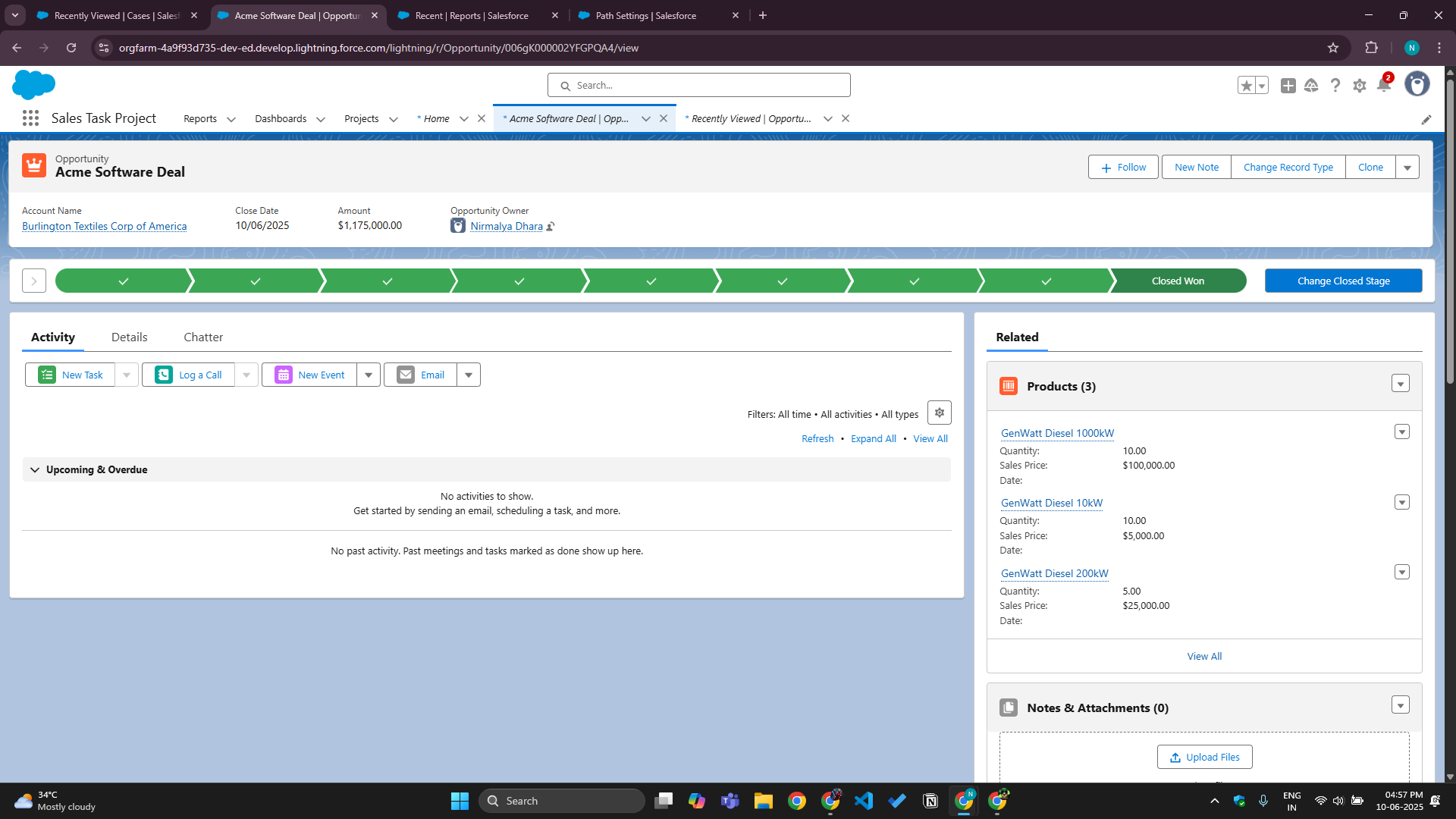


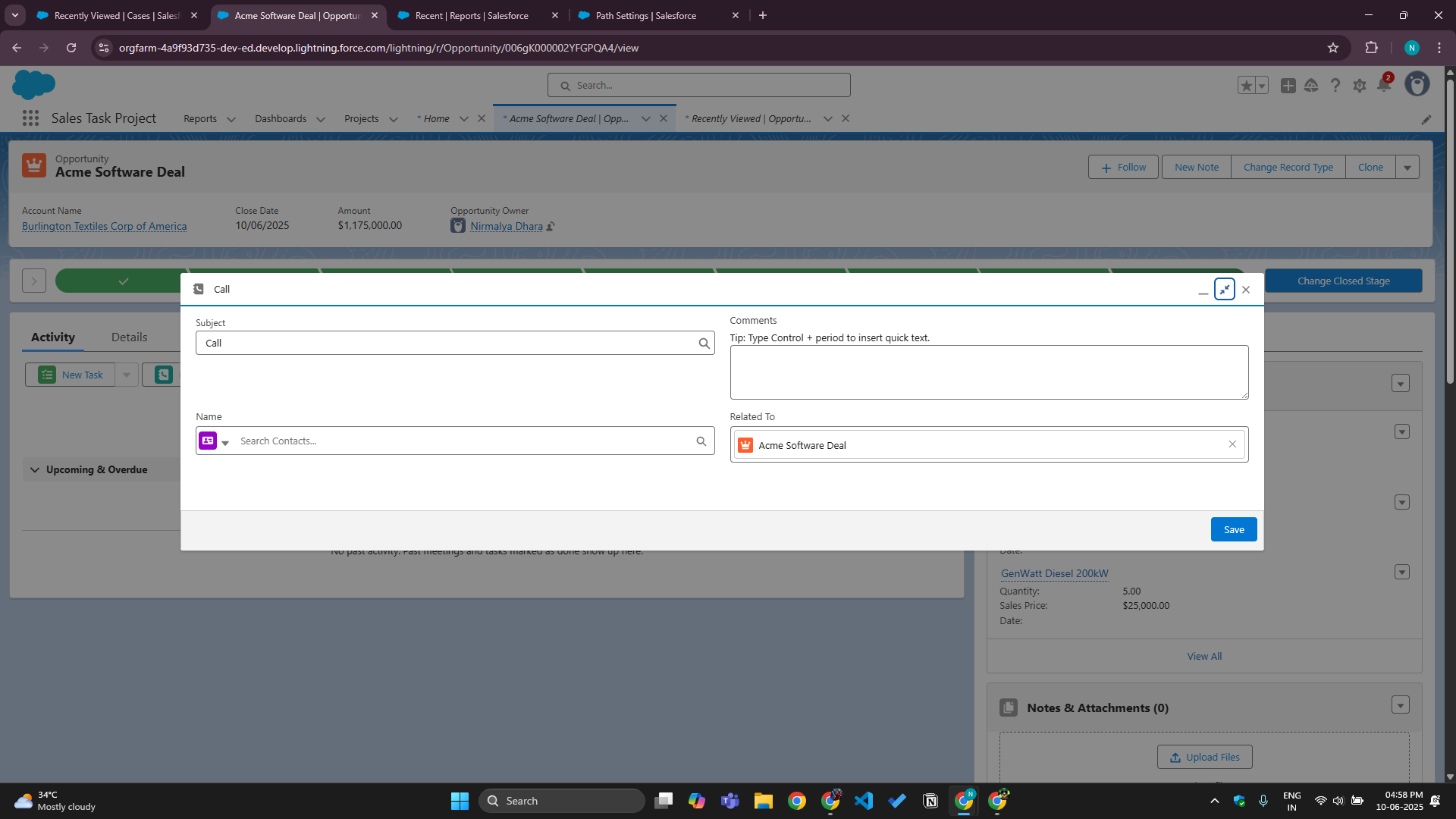


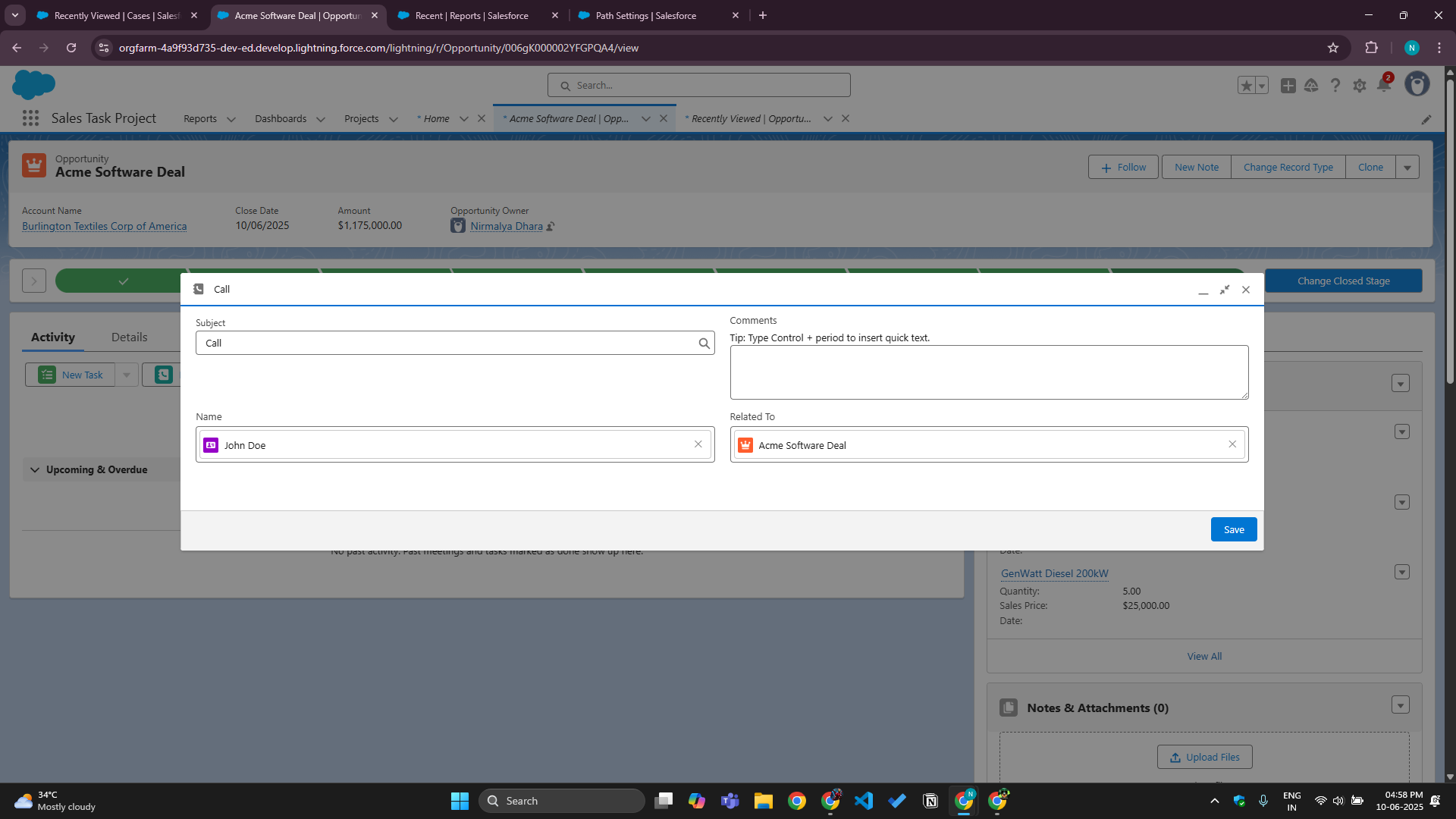


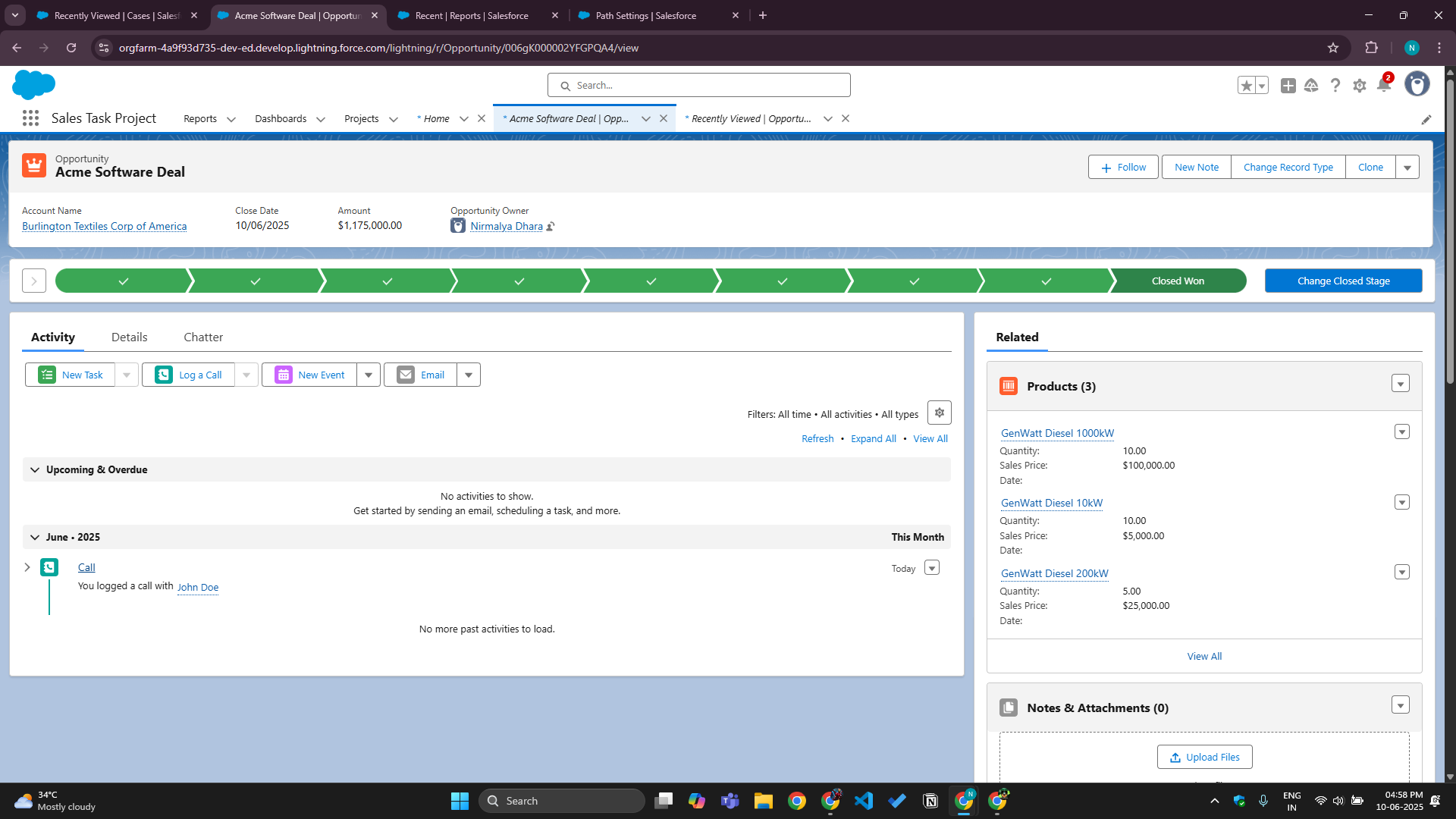


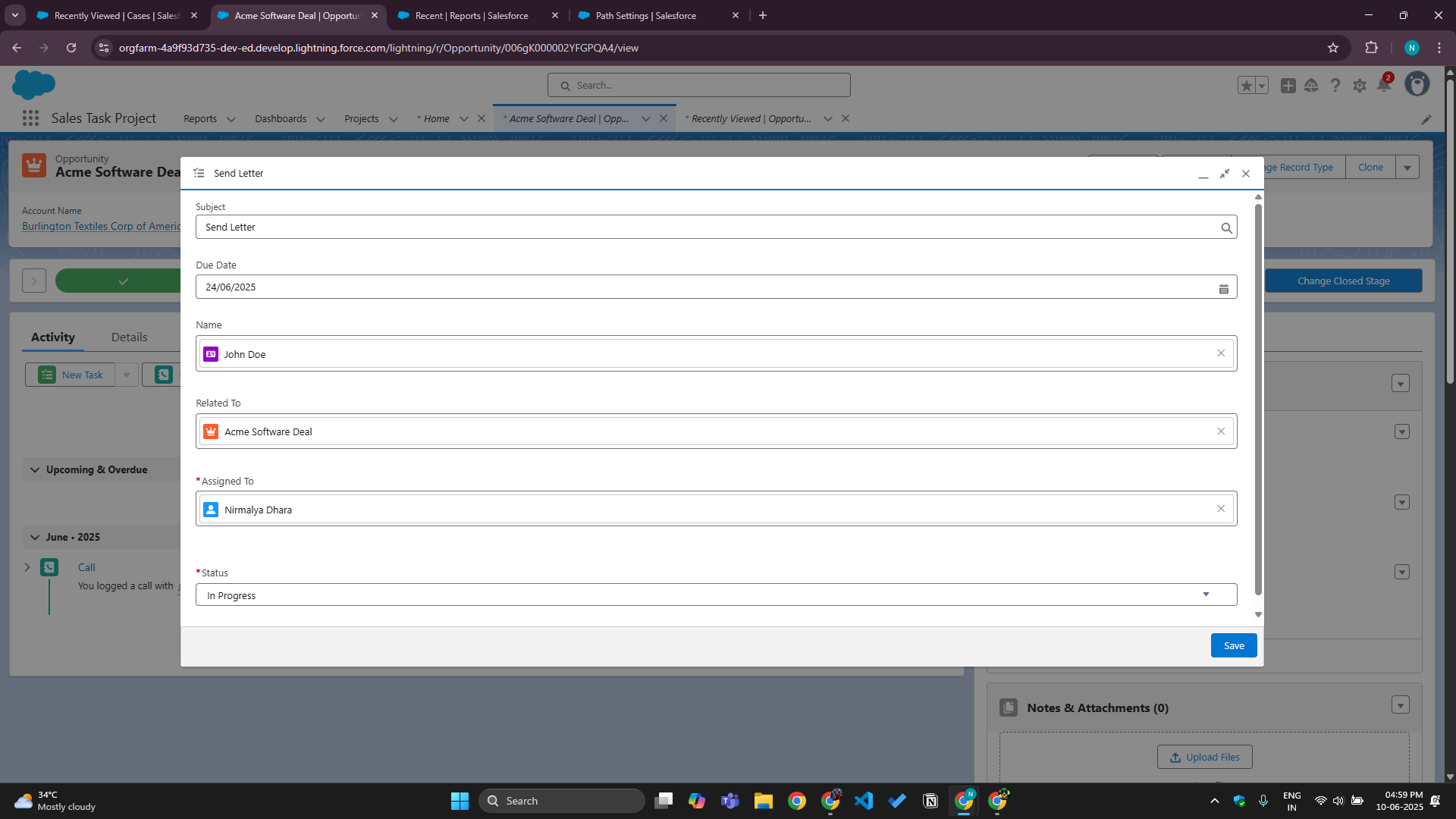
Task 5: Use Activity Timeline to log a call, schedule a task, and send an email from the Opportunity record.

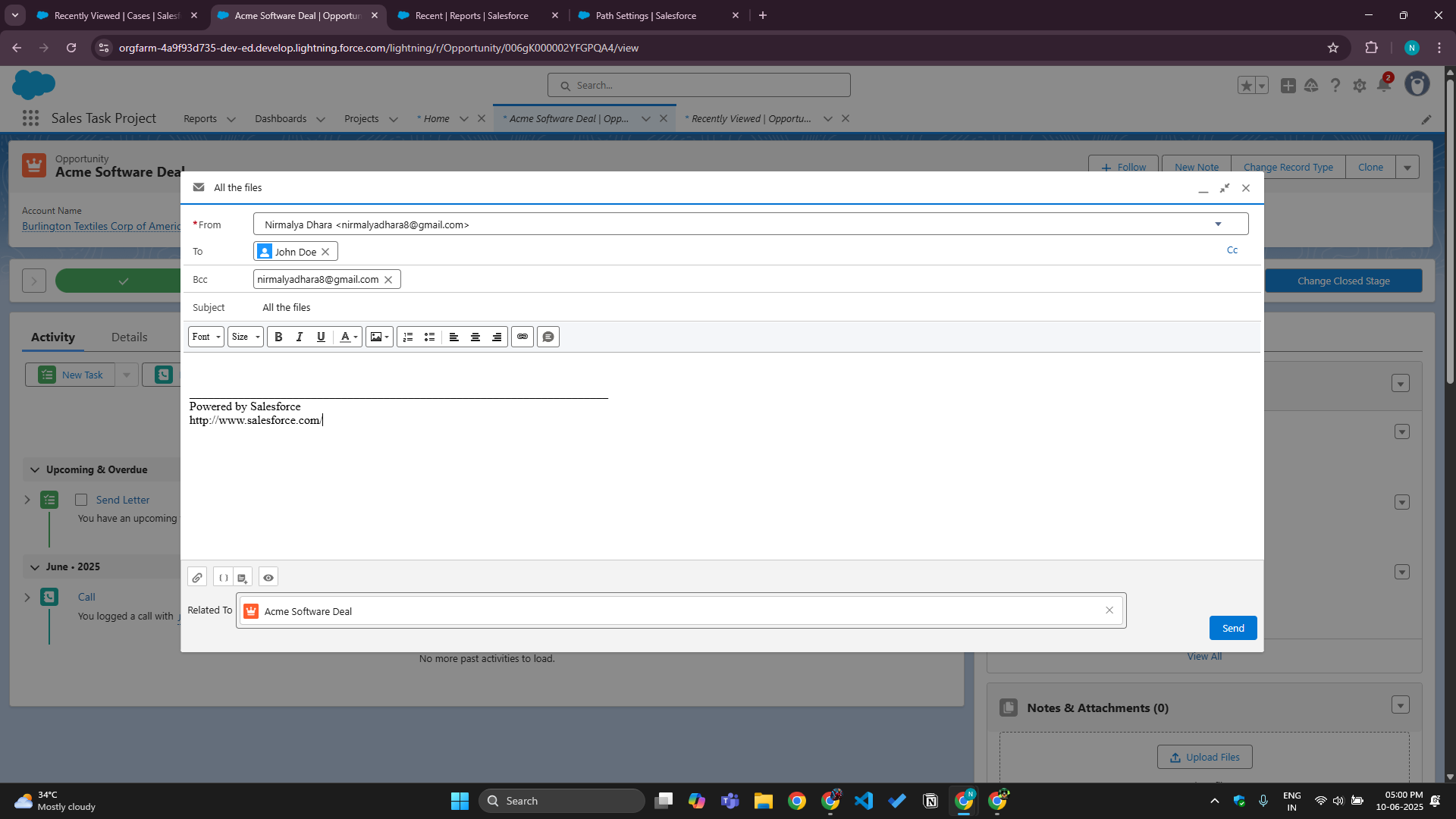


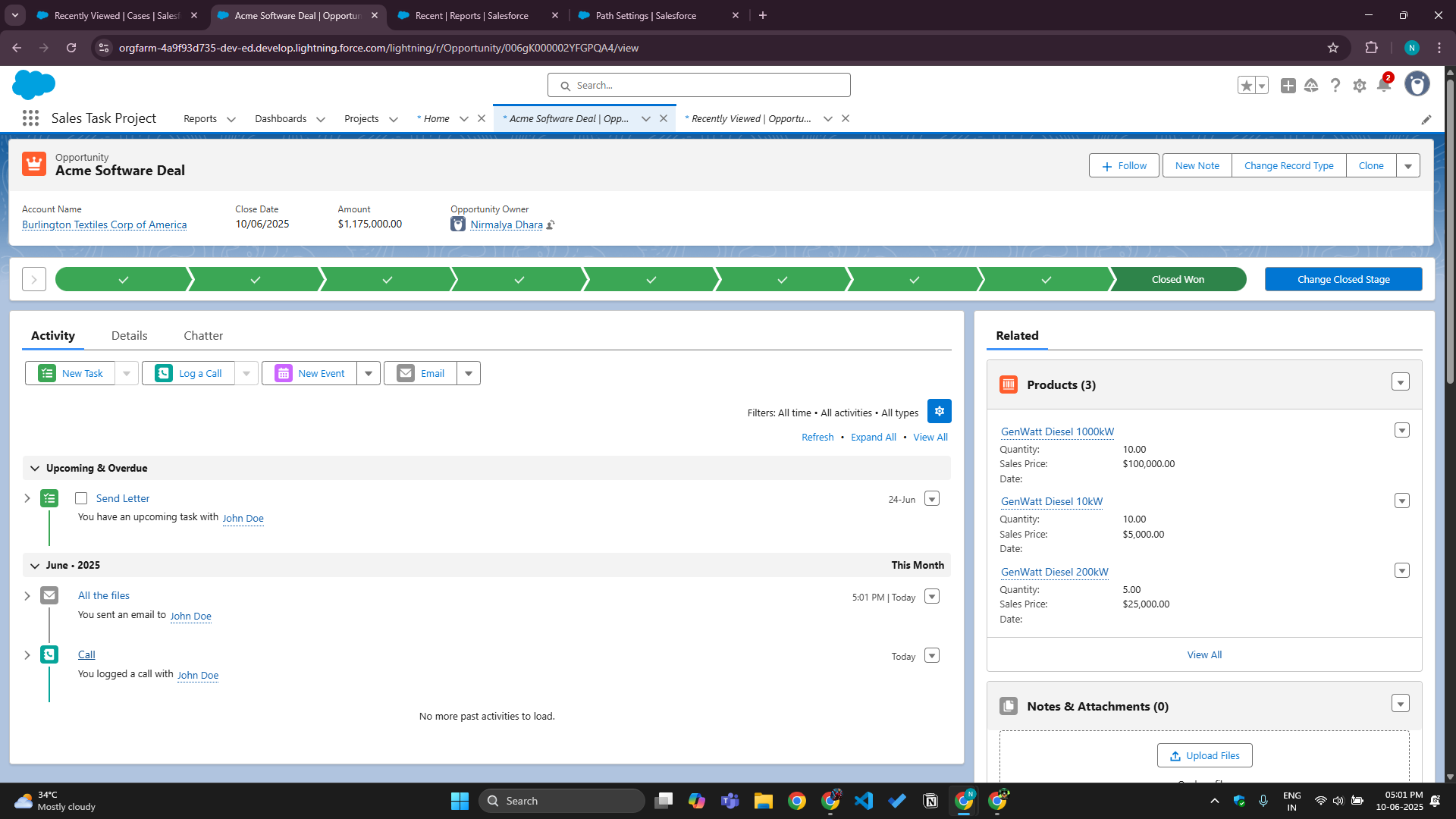












Tasks 1 of Assignment - 2 of Day - 10: Set up service Cloud and create a simple Case Management System:

* Automate Case escalation based on priority

