Test Case Name: Verify Lead Creation and Conversion to Opportunity

Objective: Ensure that a user can successfully create a new lead and convert that lead to an opportunity.

User Credentials:

Username: hari.radhakrishnan@qeagle.com

Password: Leaf$1234

Steps & Expected Results:

1. **Step:** Launch the *browser* (Chrome / Edge / Firefox / Safari).
   Expected Result: User should see the respective browser getting launched.
2. **Step:** Load the specified *URL* (https://login.salesforce.com/).
   Expected Result: The Salesforce application's login window should appear.
3. **Step:** Enter the *Username*, *Password* and click on the *Login* button.
   Expected Result: The user should be logged into Salesforce CRM
4. **Step:** Click on the *App Launcher* toggle button.
   Expected Result: A list of apps should appear.
5. **Step:** Click on the *View All* link.
   Expected Result: The link should direct the user to the App Launcher pop up window.
6. **Step:** Type 'Marketing' in the search box and click on the *Marketing* link.
   Expected Result: The link should direct the user to *Marketing* dashboard page.
7. **Step:** Navigate to the *Leads* tab from the *Marketing* dashboard.
   Expected Result: User should see a list of existing leads (if any) and options to create a new lead.
8. **Step:** Click on the *New* button to create a lead.
   Expected Result: A form to input details for the new lead should appear.
9. **Step:** Fill in all the mandatory fields (*Salutation, First Name, Last Name, Company*) with valid data.
   Expected Result: All details should be filled in without any errors.
10. **Step:** Click on the *Save* button.
    Expected Result: A new lead should be created and user should be redirected to the detailed view of the newly created lead. A confirmation message should also be displayed and verified.
11. **Step:** In the newly created Lead page, locate the dropdown near *Submit for Approval* button and click on the *Convert* link.
    Expected Result: The *Convert* link should be visible and clickable and a new dialog should appear asking for details about converting the lead to an opportunity, contact, and an account.

12. **Step:** Click on the *Opportunity Name* input field, clear and enter a new opportunity name.
    Expected Result: The entered value should appear.
13. **Step:** Click on the *Convert* button.
    Expected Result: The lead should be successfully converted. A confirmation message '*Your lead has been converted*' should be displayed and verified.
14. **Step:** Click on the *Go to Leads* button.
    Expected Result: It should redirect the user to Leads page.
15. **Step:** Search the verified lead name in the Search box and verify the text *'No items to display'.*
    Expected Result: The lead should not be displayed as it has been converted to Opportunity and should display the confirmation message.
16. **Step:** Navigate to the *Opportunities* tab and search for the opportunity linked with the converted lead.
    Expected Result: The newly converted opportunity should appear in the list with all the relevant details correctly populated from the lead.
17. **Step:** Search the opportunity name created and click on the created opportunity name.
    Expected Result: The created Opportunity Name should appear and verify the same.