Committed Opportunities Approval Process Finance Approvals Process Blue - object level Salesforce processes Commitment to Approvals EA submits initial approval to Tier 1 Approver restricts commitment Red - Validations on objects Yellow - communications Purple - Reports in Salesforce The opportunity is locked and cannot be edited by EA. Opportunitiy is listed on Tier 1 Approver is notified 'Submitted for Approval' Opportunity is Tier 1 Opportuniy does NOT Opportunity is Tier 1 Opportunity contains rejected contain sufficient approved sufficient documentaion documentation. Opportunity is listed on EA submitter is notified the Opportunity is listed 'Tier 1 Finance Manager is Rejected Commitment 'Tier 1 Commitment opportunity has been notified of approval. Approval' Approval' rejected. Opportunity is sent back Opportunity is reviewed to initial submiter and the by Finance Manager record is unlocked for editing. The process begins again. Opportunity does not Opportunity is Tier 2 Opportunity contains contain sufficient sufficient documentation rejected documentation Initial submitter is Opportunity is listed on 'Tier 2 notified rejected commitment approval' Opportunity is approved and automatically committed Opportunity is sent back to initial submiter and the record is unlocked for editing Opportunity is listed on 'Approved for committment'