

User Group Security-Sales Management

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For a User to be able to use various options within the Sales Management module, certain security privileges must be granted to the User through the User Group Security options within SedonaSetup. The following User Group Security options located within Application Access/QT security options section pertain to Sales Management.

- Opportunities - Allows a User access to the Opportunities List. Will be able to create, edit and delete Opportunities.
- Prospects - Allows a User access to the Prospect List. Will be able to create, edit and delete Prospects.
- Master User - Allows the User to have access to the Prospect & Opportunity records of all salespersons; does not need to be setup with an employee type of SL (salesperson).