

SedonaSetup - Sales Management Overview and Topics

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For companies that will be using the SedonaOffice Sales Management module solely or integrating with QuoteWerks, most of the setups are required. Setups for Prospect records are denoted with a single asterisk. Setups for Opportunity records are denoted with a double asterisk.

Below is a list of all Sales Management Setup Tables and Options.

[Competitors**](#)

[Event Types*](#)

[Lead Sources*, **](#)

[Quote Types**](#)

[Sales Departments*](#)

[Sales Department Maintenance*](#)

[Sales Managers*](#)

[Sales Items**](#)

[Sales Status*, **](#)

[Sales Resolution Codes*, **](#)

[User Defined Setup - Prospect*](#)

[User Defined Tables 1,2,3,4 - Prospect*](#)