

SedonaSetup - SM - Sales Status

Last Modified on 01/12/2023 2:39 pm EST

□

Sales Statuses are used on both the Prospect and Opportunity records. These codes describe where the Prospect or Opportunity is in your sales cycle.

This field is updated by the user manually throughout the sales cycle. Before resolving an opportunity, you will change the status to indicate the outcome of the sale. This field is for reporting purposes and is also used as filter on the Prospect and Opportunity queue.

□