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2.01.16 Decision Maker

The mask **Decision Maker** manages the persons involved in the [sales pipeline \(contact persons\)](#) in the system. The role, influence, attitude and other settings can be entered here.

The screenshot shows a web application window titled 'Entscheidungsträger 2 CS Consult Systeme AG'. The interface includes a menu bar with 'Dokument', 'Bearbeiten', and 'Ansicht'. The form fields are as follows:

Nummer	2
Verkaufstrichter	1 CS Consult Systeme AG
Kontakt	CS Consult Systeme AG
Ansprechpartner	Nahl Lisa
Rolle	Entscheider
Einfluss	Gross
Haltung	02 - Positiv
Grund	Integration
Geschäftsziel	
Persönliches Ziel	
Entscheidungskriterium	Schnittstellen
Bemerkung	

The mask consists of the following elements:

- **Number:** The Number element uniquely identifies the decision-makers in the system.
- **Sales Funnel:** This field assigns a sales funnel to the decision maker.
- **Contact:** This field assigns a sales activity to the decision maker.
- **Contact Person:** This field defines the contact person for the contact with the decision maker.
- **Role:** The roles of the decision maker (for example, user, decision maker, approver, inspector, and so on) defined in the collections (see administration guide) can be stored in the Role field.
- **Influence:** In the influence field, you can store the characteristics of the influence defined in the collections (see administration guide) (for example, large, medium, small, and so on).
- **Attitude and Reason for Attitude:** In the attitude field, you can store the attitudes of the decision maker defined in the collections (see administration guide) (for example, positive, neutral, negative, and so on). In the free text field Reason, you can enter a reason for the attitude.
- **Business Goal, Personal Goal and Decision Criteria.** Here you can enter further attitudes of the decision-maker, such as business goal, personal goal and decision criteria.
- **Comment:** This field allows you to enter comments on the decision-maker.

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