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## 2.01.17 Decision Board

The **Decision Board** form administers the persons participating in the sales pipeline (contact person) in the system. The position, the influence, the attitude and various other settings can be entered here.

**Tip:** For more on this subject see chapter [4.1.04 The Contact System](#).

The screenshot shows a software application window titled "Entscheidungsträger 18 CONSULT AG". The window has a toolbar with icons for file operations like New, Open, Save, Print, and Help. Below the toolbar is a menu bar with "Dokument", "Bearbeiten", "Ansicht", and "Rückverweise". The main area is a grid-based form with the following columns:

Nummer	18
Verkaufstrichter	17 CONSULT AG
Kontakt	CONSULT AG
Ansprechpartner	Nahl Lisa <input type="button" value="..."/> <input type="button" value="New"/> <input type="button" value="Delete"/>
Rolle	Entscheider <input type="button" value="..."/>
Einfluss	Gross <input type="button" value="..."/>
Haltung	# 02 - Positiv <input type="button" value="..."/> Grund: Solides Konzept, guter Zeitpunkt <input type="button" value="..."/>
Geschäftsziel	Newe Vertriebswege im Rhein-Main-Gebiet <input type="button" value="..."/> <input type="button" value="..."/>
Persönliches Ziel	Absicherung der eigenen Position <input type="button" value="..."/> <input type="button" value="..."/>
Entscheidungskriterium	Finanzierungskonzept <input type="button" value="..."/> <input type="button" value="..."/>
Bemerkung	<input type="text"/>

DecisionBoard 2 TLC Telecommunications Corporation

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ID	2		
SalesPipeline	1 TLC Telecommunications Corporation		
Customer	TLC Telecommunications Corporation		
Contact	Williams George		
SalesRole	Approver		
Influence	Large		
Attitude	# Positive	Reason	Strong concept
BusinessGoal	New sales distribution in London area		
PersonalGoal	Higher position		
DecisionCriteria	Financing concept		

The form consists of the following elements:

On the “Main” tab:

- Number:** The element number defines distinctly the decision boards in the system.
- Sales Pipeline:** This field assigns a sales pipeline to the the decision board.
- Customer:** This field assigns a contact to the decision board.
- Contact Person:** Here the contact's contact person is defined to the decision board.
- Position:** The in Collections (see Administration Guide) defined positions of the decision boards (e.g. user, decision board, approver, tester/inspector, etc.) are stored in the field position.
- Influence:** The in Collections (see Administration Guide) defined influential characteristics (e.g. large, middle, small, etc.) can be stored in the field influence.
- Attitude and Reason for Attitude:** The in Collections (see Administration Guide) defined attitude of the decision board (e.g. positive, neutral, negative, etc.) can be stored in the field influence. The reason for this attitude can entered in the text field reason.
- Business Goal, Personal Goal und Decision Criteria:** Further attitudes of the decision board, such as business goal, personal goal and decision criteria.
- Comments:** Comments concerning the decision board can be entered in this field.

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