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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](#).

Entscheidungsträger 18 CONSULT AG	
Nummer	18
Verkaufstrichter	17 CONSULT AG
Kontakt	CONSULT AG
Ansprechpartner	Nahl Lisa  
Rolle	Entscheider
Einfluss	Gross
Haltung	# 02 - Positiv  Grund Solides Konzept, guter Zeitpunkt 
Geschäftsziel	Neue Vertriebswege im Rhein-Main-Gebiet 
Persönliches Ziel	Absicherung der eigenen Position 
Entscheidungskriterium	Finanzierungskonzept 
Bemerkung	

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	
Note		

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:** 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.
- **Note:** Comments concerning the decision board can be entered in this field.

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Last update: **2019/10/25 14:09**

