

Order chance

September 10, 2026

Order chance

Order chance in the sales flow

Order chance is a salesperson's estimate of how likely a sales opportunity is to become an order. You maintain its reference entries for use at the Order stage of the sales flow; the configured values can also be used in sales forecasts and job documents.

If you need to...	Go to
Find the reference list	Find the Order chance list
Review the fields and list layout	Understand the list and edit form
Add or change an entry	Add or edit an Order chance entry
Remove an entry	Delete an Order chance entry
Search, refresh, or export the list	Filter, refresh, and export the list
Use the values in sales work	After maintaining Order chance
Configure related sales settings	Configuration sales order activation conditions

Before you start

Prepare the access needed to maintain Order chance entries before you open the page.

Prerequisites

- Sign in to PAMS.
- Open **Order Chance** from the sales configuration menu.
- Have permission for the operation you need. The page checks access separately for creating, editing, deleting, importing, and exporting entries.

- If the page does not show the list, use [Find the Order chance list](#) and [When maintenance goes wrong](#) to check the route and the available controls.

Note: The controls available to you depend on the operation you need.

Find the Order chance list

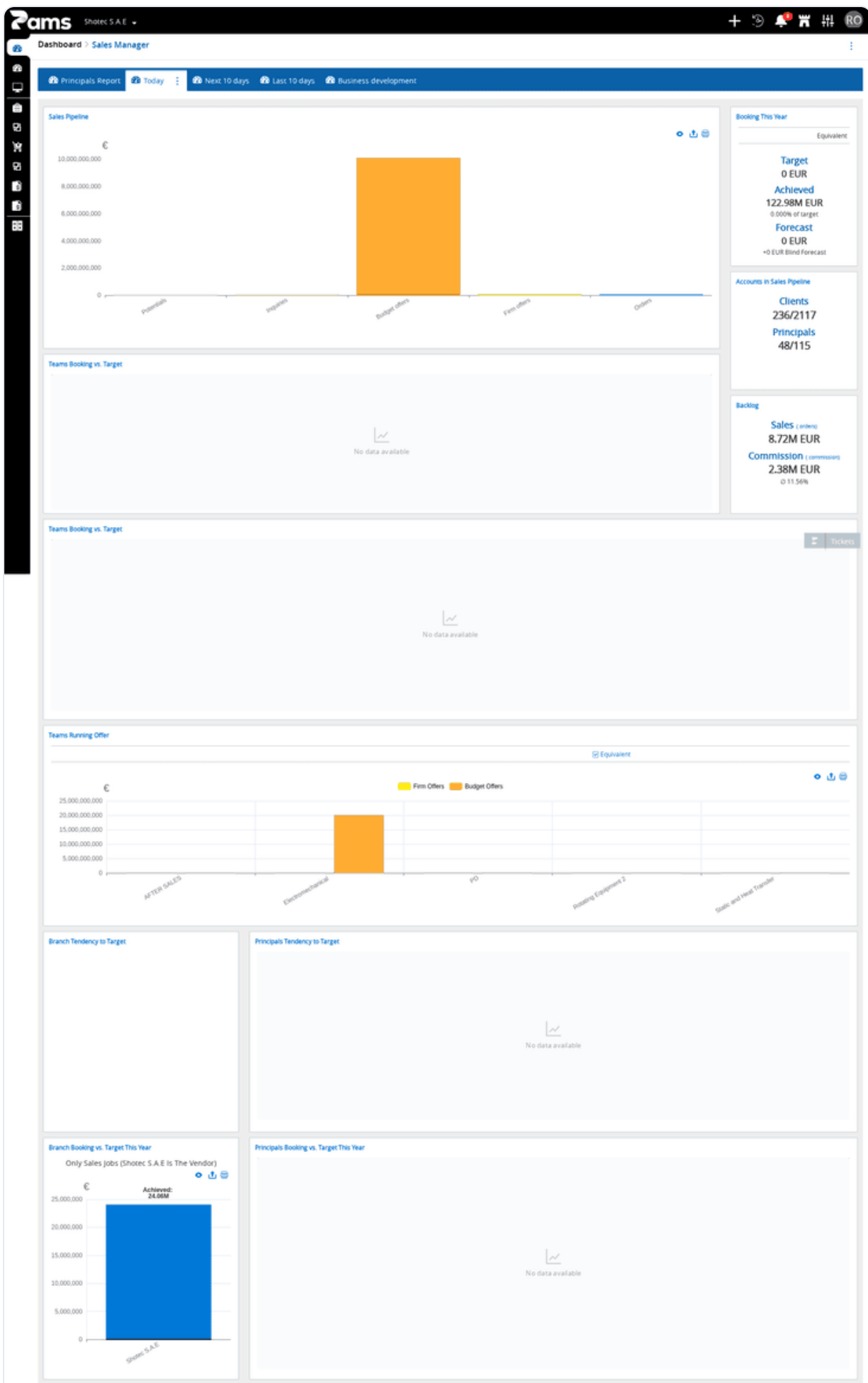
Use the list to review and maintain the entries available to sales work.

Prerequisites

- You are signed in.
- You can open **Order Chance** from the sales configuration menu.

Steps

1. Select **Order Chance** from the sales configuration menu.
2. Check that the page heading and list for Order chance are present.
3. Check that **New** is present before starting an add operation.



Area	What you use it for	What appears
List	Review entries	The entry name is visible by default and can be filtered. The percentage value is hidden by default and can be filtered.
Entry row	Edit an entry	Select the row except its menu area.
Entry menu	Remove an entry	Select Delete from the open menu.
Add/edit popup	Enter the entry name	Chance is the editable text field.
Search area	Find matching list text	The placeholder is <code>Keyword to Search...</code>

The list does not show column headers, paging, or the column chooser. Use the page actions and popup to add, change, or remove entries. The percentage field does not appear as an editable field in the popup.

Add or edit an Order chance entry

Adding creates a new reference entry; editing changes the selected entry's name. Use the same popup for both operations.

Prerequisites

- The Order chance list is open.
- You have permission to add or edit entries.

Steps

1. Choose the operation in the table.

If you need to...	Do this
Add an entry	Select New .
Edit an entry	Select the row, except its menu area.

2. In **Chance**, enter the name for the entry.
3. Select **Save** in the popup.
4. If **Chance** is empty, enter a value before saving again. The page displays `Can't save empty item` and does not send the save request.
5. Check for `Data saved Successfully` after the save completes.

Result: The popup closes after a successful save and the new or updated entry appears in the list.

Delete an Order chance entry

Deleting removes the selected reference entry from the list. Review the confirmation before you commit the removal.

Prerequisites

- The Order chance list is open.
- You have permission to delete entries.

Steps

1. Open the entry menu.

2. Select **Delete** in that menu.
3. Read the confirmation text `Are you sure you want to delete this item?` .
4. Choose one option in the confirmation dialog.

If you need to...	Select
Keep the entry	Cancel
Remove the entry	Delete

5. Check for `Data Deleted Successfully` after the deletion completes.
6. If the operation fails, check for `Failed to Save` before repeating the action.

Result: The entry remains in the list after **Cancel**, or is removed after **Delete**.

Filter, refresh, and export the list

Use the list tools when you need to locate an entry, update the displayed rows, or prepare a copy of the list.

Prerequisites

- The Order chance list is open.
- You have permission to use **Export** in the **Settings** menu.

Steps

1. Select **Refresh** to reload the list.
2. Select **Settings** to open the list settings.
3. Select one of these options from **Settings**:

If you need to...	Select
Show or hide the filter row	Filter Row
Open the export dialog	Export

4. Enter search text in `Keyword to Search...` .
5. Select **Table Layout** to open the layout options.
6. In `Exporting List:` , choose one option.

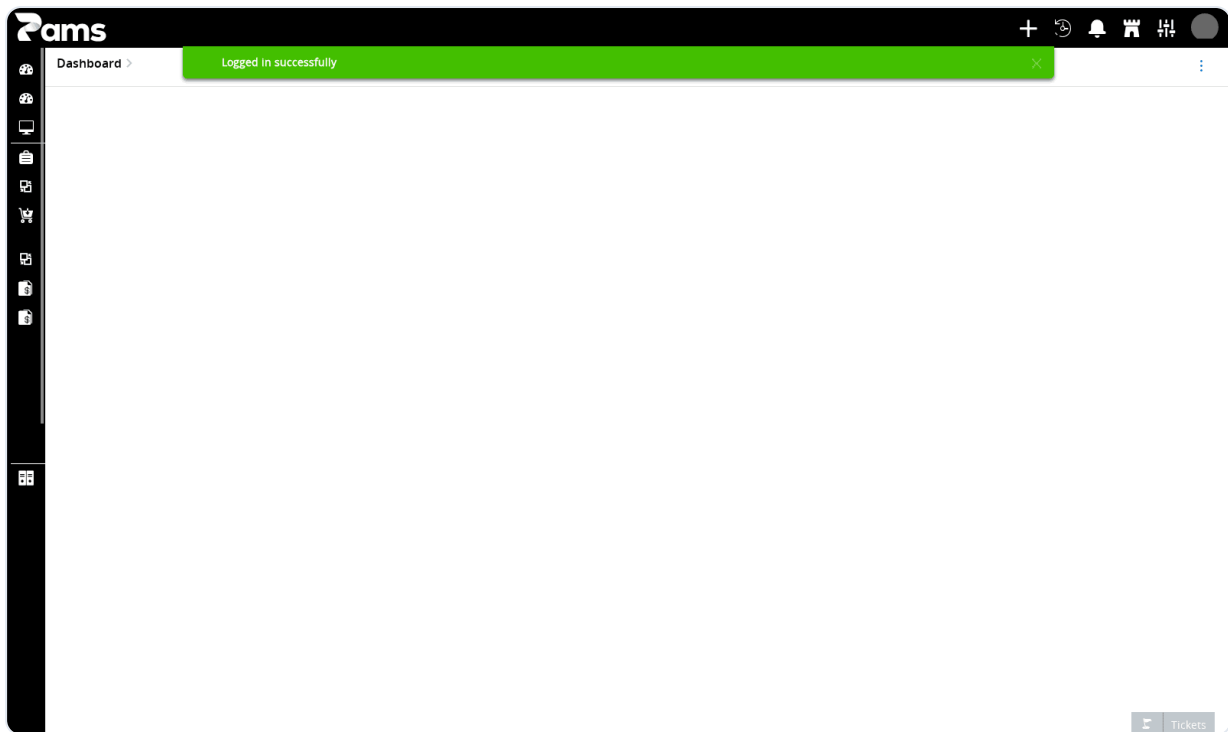
If you need to...	Select
Export an Excel file	Export to Excel
Export a PDF file	Export to PDF
Close the dialog without exporting	Cancel
Run the selected export	Export

Result: The list is refreshed or filtered, or the selected export operation is completed or closed.

When maintenance goes wrong

Check that the Order chance list is visible before you select a maintenance control. If a control or message in the table appears, follow the matching action in the last column.

What you see	What it means	What to do
Can't save empty item	Chance has no value when you try to save.	Enter a value in Chance , then select Save .
Data saved Successfully	The add or edit save completed.	Return to the list and check the entry.
Data Deleted Successfully	The delete operation completed.	Check that the entry is no longer in the list.
Failed to Save	The delete request reached its error path.	Do not assume the entry changed; review the list before retrying.
New, Refresh, or Order Chance is not on screen	The required list surface or permission-controlled control is unavailable.	Check the route, sign-in state, and the permission for the operation.
Another page opens instead of Order Chance	The requested list did not open.	Select Order Chance from the sales configuration menu, then confirm that the list is visible before continuing.



After maintaining Order chance

After you finish maintaining the list, continue with the sales record information and assessment

area when you need to use a value in a sales record. Use the sales and backlog widgets when you need to review forecast or backlog effects.

For related configuration, continue to Configuration sales order activation conditions or the Order status reference list.