

Process Potentials

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Potentials

Process flow

```
flowchart LR
    n0["new"] --> n1["SentToPrincipal"] --> n2["Offered"] --> n3["Ordered"]
    n1 -.-> x0["ConsederAsSentToPrincipal"]
    n1 -.-> x1["ConsederAsNotSentToPrincipal"]
```

Potential inquiry process

This process manages a potential from its initial **new** state through communication with the principal, an offer, and an order. The user managing the potential advances it by sending an inquiry and by applying the relevant inquiry preparation or editing action.

Progressing a potential

new

A potential in **new** is ready to enter the inquiry process. Selecting **Send inquiry** moves it to **SentToPrincipal**. **Missed opportunity preparation**, **Apply inquiry editing**, and **Regret inquiry preparation** each place a potential in **new**. **Apply inquiry editing** can be used only when the inquiry data is valid for editing.

SentToPrincipal

A potential in **SentToPrincipal** has had its inquiry sent to the principal. It proceeds next to **Offered**.

Offered

A potential in **Offered** is at the offer stage. It proceeds next to **Ordered**.

Ordered

A potential in **Ordered** has reached the order stage.

Leaving the potential process

Before an exit action is applied, the potential remains at its current point in the process.

- From **SentToPrincipal**, **ConsederAsSentToPrincipal** takes the potential out of the process. After this action, it does not continue to **Offered** or **Ordered**.
- From **SentToPrincipal**, **ConsederAsNotSentToPrincipal** takes the potential out of the process. After this action, it does not continue to **Offered** or **Ordered**.
- **CanceledInquiry** takes the potential out of the process.
- **RegretToOffer** takes the potential out of the process.
- **Deleted** takes the potential out of the process.

Related pages

There are no linked pages for this process.