

Manage the Negotiation stage

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Overview

In this section, you will find information about how to manage the process step 'negotiate to win' in Salesforce.com. You will learn how to change the stage, how to update price and volume, etc.

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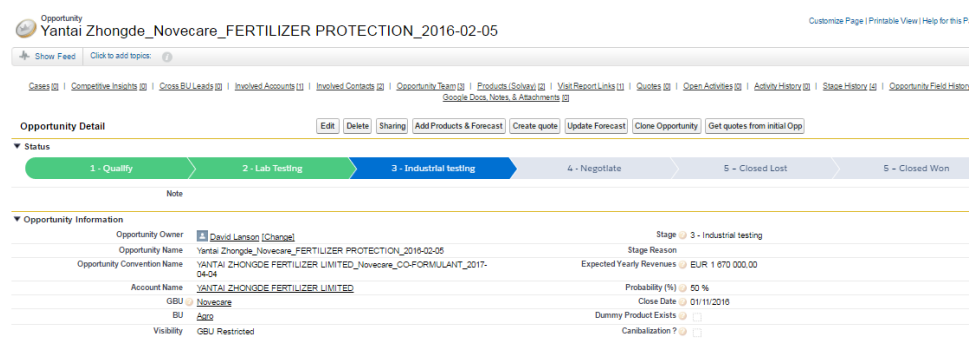
Concerned profiles:

ALL opportunity owners

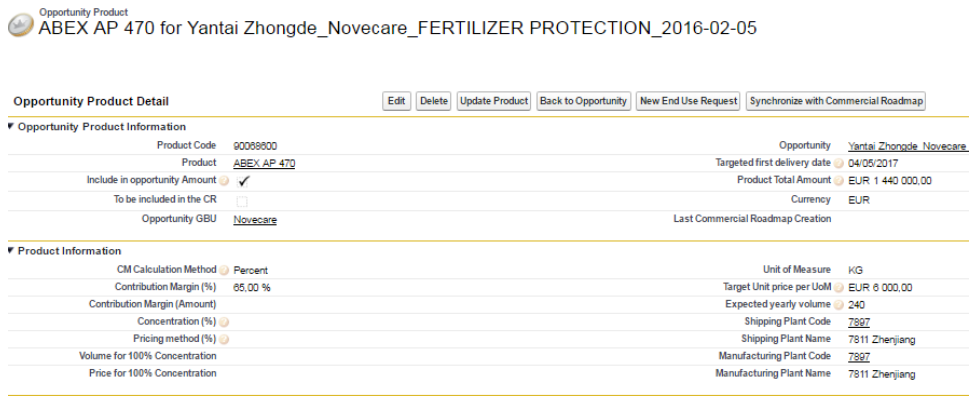
Step By Step

Negotiate to win

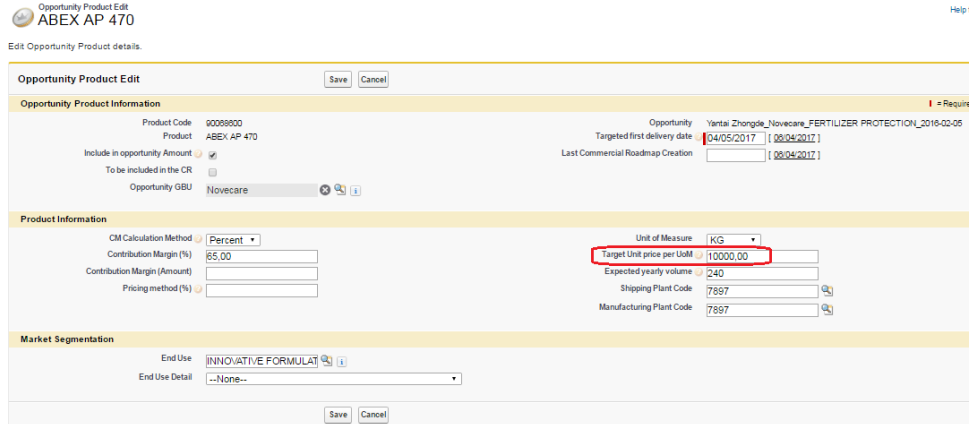
1 David opens the opportunity and updates the status to "4. Negotiate"



2 Would the price or volume change along the negotiation, David can reflect that by opening the product



3 He clicks on Edit and then updates the Target Unit Price



4

Once edited, David clicks on **Save**



David might have to repeat this operation multiple times, and needs the history of the evolution.

Product Information	
CM Calculation Method	Percent
Contribution Margin (%)	65,00
Contribution Margin (Amount)	
Pricing method (%)	
Unit of Measure	KG
Target Unit price per UoM	10000,00
Expected yearly volume	240
Shipping Plant Code	7897
Manufacturing Plant Code	7897

Market Segmentation	
End Use	INNOVATIVE FORMULAT
End Use Detail	--None--

5

To have this history, David scrolls down on the **Product Page** and identifies the related list **Negotiation History**.

-> At any Target Unit price or Expected Yearly Volume, a new line will be created. Very easy!



This functionalit y is so convenient for David!

▼ Negotiation History

Old Target Unit Price	New Target Unit Price	Old Expected Yearly Volume	New Expected Yearly Volume	Product	Requested By	Requested Date
EUR 8 000.00	EUR 10 000.00	240.00	240.00	ABEX AP 470	Charles Lachaze	09/04/2017

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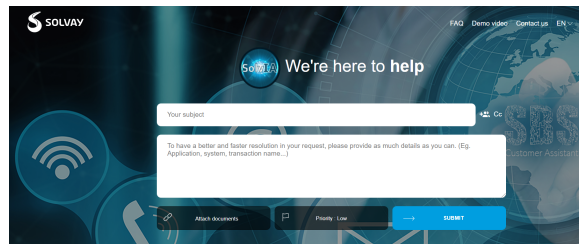
Related articles

- [Definition, Objectives and Types of Opportunities](#)
- [Create a New Opportunity](#)
- [Clone an Existing Opportunity](#)

Need help?

To request any support or if you have identified a bug or incident , please create a Freshdesk ticket using Solvia platform : <https://solvia.solvay.com/>

- Define the Opportunity Team
- Add Contacts in the Involved Contacts
- Add Accounts in the Involved Accounts
- Close the Opportunity
- Competitive insights - Create a Competitive Insight
- Cross BU Leads – Create a Cross BU Lead
- Introduction to Quote Process Management



The screenshot shows the SOLWAY contact form. At the top left is the SOLWAY logo. In the top right corner, there are links for 'FAQ', 'Demo video', 'Contact us', and 'EN'. The main heading is 'We're here to help'. Below this is a 'Your subject' input field. A larger text area below contains a placeholder message: 'To have a better and faster resolution in your request, please provide as much details as you can. (Eg. Application, system, transaction name...)'. At the bottom left of the form is an 'Attach documents' button with a paperclip icon. At the bottom right is a 'Priority: Low' dropdown menu and a blue 'SUBMIT' button.

you can copy users with email address , default priority is Low , then Submit . We advise you to put keywords in subject to ease dispatching to correct Agent : CRM - Complaint for example