

As a Sales Rep

Objectives & Values

- View all your assigned commitments on which you need to commit
- Commit for a price on an assigned commitment
- Commit again on a rejected commitment

Step by Step

1 - Go to the Commitments tab

Setup Help & Training CRM

Analytics Reports Dashboards +

Updated CR
Adjusted CR
Account Team Updates
Requests
Competitors
Email Mapping Rules
Competitive Insights
Commitments

- Objectives & Values
- Step by Step
 - 1 - Go to the Commitments tab
 - 2 - Select the view "My Commitments (Assigned & Rejected)"
 - 3 - Select one commitment by clicking on its name
 - New field to display the "product dimension"(Read Only)
 - Sales Users can now bring more details with the new field "Comments"
 - 4 - Complete the fields in the section
 - 5 - Change the status to Pending Review
- Related articles
- Need help?

2 - Select the view "My Commitments (Assigned & Rejected)"

Home Need Help Chatter Accounts Contact

My Commitments (Assigned & Rejected) ▼
My Commitments (Approved)
My Commitments (Assigned & Rejected)
My Commitments (Pending Review)

New

3 - Select one commitment by clicking on its name

Home Need Help Chatter Accounts Contacts Activities Visit Reports Account Plans Cases Opportunities Cross BU Leads Analytics Reports Dashboards +									
My Commitments (Assigned & Rejected) Edit Delete Create New View									
A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Other All									
☐	Action	Commitment Name	GBU	Customer Code	Customer Name	Product	Owner First Name	Owner Last Name	Status
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Cueros Y...	TP CODE CUER...		Allen ADM	chung	Assigned
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Curtec	TP CODE CURT...		Allen ADM	chung	Assigned
☐	Edit Del	Nahs 70-72 "Mrs...	Special Chem	TP Code Teneria...	TP CODE TENERI...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs Cs...	Special Chem	TP Code Met-Mex...	TP CODE MET-ME...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S2...	Special Chem	TP Code Curtidos Jv	TP CODE CURTID...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Proces...	TP CODE PROCE...		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Tecnaal	TP CODE TECNAAL		Allen ADM	chung	Assigned
☐	Edit Del	Na2s 60 "Mrs S25...	Special Chem	TP Code Liliana Be...	TP CODE LILIANA ...		Allen ADM	chung	Assigned

4 - Complete the fields in the section

New field to display the "product dimension" (Read Only)

Commitment Detail		SALES
Account	ABB0111 HEALTHCARE PRODUCTS BV	
Customer Code	110000	
Product	TP CODE CUER...	
Product Level	Level 1	
Product Description	TP CODE CUER...	
In Process	TP CODE CUER...	
Status	Assigned	
Owner	Allen ADM	
Owner First Name	chung	
Owner Last Name	chung	
Product Manager	chung	
Product Manager Email	chung@chung.com	
Product Manager Phone	chung	
Product Manager Address	chung	
Product Manager City	chung	
Product Manager State	chung	
Product Manager Zip	chung	
Product Manager Country	chung	
Product Manager Currency	chung	
Product Manager Date	chung	
Product Manager Time	chung	
Product Manager Language	chung	
Product Manager Units	chung	
Product Manager Weight	chung	
Product Manager Height	chung	
Product Manager Width	chung	
Product Manager Depth	chung	
Product Manager Volume	chung	
Product Manager Surface Area	chung	
Product Manager Perimeter	chung	
Product Manager Mass	chung	
Product Manager Density	chung	
Product Manager Temperature	chung	
Product Manager Pressure	chung	
Product Manager Force	chung	
Product Manager Torque	chung	
Product Manager Power	chung	
Product Manager Energy	chung	
Product Manager Momentum	chung	
Product Manager Angular Momentum	chung	
Product Manager Spin	chung	
Product Manager Rotation	chung	
Product Manager Oscillation	chung	
Product Manager Vibration	chung	
Product Manager Resonance	chung	
Product Manager Interference	chung	
Product Manager Diffraction	chung	
Product Manager Reflection	chung	
Product Manager Refraction	chung	
Product Manager Dispersion	chung	
Product Manager Scattering	chung	
Product Manager Absorption	chung	
Product Manager Emission	chung	
Product Manager Transmission	chung	
Product Manager Conversion	chung	
Product Manager Transformation	chung	
Product Manager Interaction	chung	
Product Manager Reaction	chung	
Product Manager Equilibrium	chung	
Product Manager Stability	chung	
Product Manager Instability	chung	
Product Manager Resilience	chung	
Product Manager Fragility	chung	
Product Manager Durability	chung	
Product Manager Longevity	chung	
Product Manager Shortevity	chung	
Product Manager Persistence	chung	
Product Manager Transience	chung	
Product Manager Permanence	chung	
Product Manager Impermanence	chung	
Product Manager Continuity	chung	
Product Manager Discontinuity	chung	
Product Manager Coherence	chung	
Product Manager Incoherence	chung	
Product Manager Consistency	chung	
Product Manager Inconsistency	chung	
Product Manager Uniformity	chung	
Product Manager Non-uniformity	chung	
Product Manager Homogeneity	chung	
Product Manager Heterogeneity	chung	
Product Manager Similarity	chung	
Product Manager Dissimilarity	chung	
Product Manager Identity	chung	
Product Manager Non-identity	chung	
Product Manager Unity	chung	
Product Manager Non-unity	chung	
Product Manager Oneness	chung	
Product Manager Non-oneness	chung	
Product Manager Wholeness	chung	
Product Manager Non-wholeness	chung	
Product Manager Integrity	chung	
Product Manager Non-integrity	chung	
Product Manager Soundness	chung	
Product Manager Unsoundness	chung	
Product Manager Soundly	chung	
Product Manager Unsoundly	chung	
Product Manager Wholly	chung	
Product Manager Unwholly	chung	
Product Manager Entirely	chung	
Product Manager Non-entirely	chung	
Product Manager Fully	chung	
Product Manager Non-fully	chung	
Product Manager Completely	chung	
Product Manager Non-completely	chung	
Product Manager Totally	chung	
Product Manager Non-totally	chung	
Product Manager Absolutely	chung	
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Product Manager Utterly	chung	
Product Manager Non-utterly	chung	
Product Manager Purely	chung	
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Product Manager Simply	chung	
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Product Manager Scarcely	chung	
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Product Manager Hardly	chung	

- Sales Users can now bring more detail with the new field "Comments"

- Price field are not displayed with 3 digits instead of 2 digits

▼ To be completed by Sales Rep

Reviewed Price (LTC)		Expected Volume	2,000,00
Effective Date	30/12/2017	Negotiation Status	Not Started
Comments			

▼ Prices

Last Transaction Currency (LTC)	USD	GBU Currency	EUR
Average Price (LTC)	1,389	Average Price (GBU Currency)	1,283
Last Price (LTC)	1,418	Last Price (GBU Currency)	1,283
Minimum Price (LTC)	1,326	Minimum Price (GBU Currency)	1,224
Target Price (LTC)	1,418	Target Price (GBU Currency)	1,283
		Reviewed Price (GBU Currency)	
Latest Rate	0,9046	Commitment Rate	0,9234

▼ Volumes

Volume	2,000,00	Volume Min	
		Volume Max	11,800,00
Unit of Measure reference	KG	Unit of Measure visualization	KG

“To be completed by Sales Rep” :

- Reviewed Price (LTC)
- Effective Date
- Negotiation Status



All other fields are Read only.

If the field **Frozen** is checked, the commitment can't be edited anymore.

5 - Change the status to Pending Review

Commitment History (2)

Commitment Detail

Save

Cancel

Account	ABCR GMBH	Status	Pending Review
Customer Name	ABCR GMBH	Owner	Assigned
Customer Code	1035981	Sales Rep Name	Pending Review
Product	TFAH-BW-F260MESH-P1000Q3-H	Sales Rep Email	Approved
Product Level	Level 5	Product Manager	Rejected
Material Code	123057	Product Manager Username	Nicolas.Tailardat
Product Dimension		Due Date	30/12/2017
Pricing Tool URL	http://pricingtool-spch.solvay.com/datasetPric...	GBU	Special Chem
is Frozen	☐	Group of Activity	Bu Growth Incubators
		Sub Activity	Agro & Pharma
		Tier	2
		Segment Name	TFAH - WORLDWIDE

▼ To be completed by Sales Rep

Reviewed Price (LTC)	35,000	Expected Volume	2,000.00
Effective Date	30/12/2017	Negotiation Status	Not Started
Comments			

- This commitment will no longer appear in the list view My Commitments (Assigned & Rejected)
- New automated process rules have been set up, depending on the GBU.
 1. If the selected GBU is "Special chem" : If the reviewed price you enter is above or equal to the Target Price, the commitment status v from "Pending Review" to "Approved Status"
 2. If the selected GBU is "Peroxides" :
 - a) If $(\text{Reviewed Price} - \text{Target Price}) / \text{Target Price} \geq -0.05$, the status is set to "approved"
 - b) If the Status is "Assigned" and Reviewed Price > 0 and $(\text{Reviewed Price} - \text{Target Price}) / \text{Target Price} < 0.05$, the status is set to "Pending Review"
 3. Otherwise :
 - a) If Reviewed Price $\geq$ Target Price, the status is set to "Approved"
 - b) If the Status is "Assigned" and Reviewed Price > 0 and Reviewed Price < Target Price, the status is set to "Pending Review"



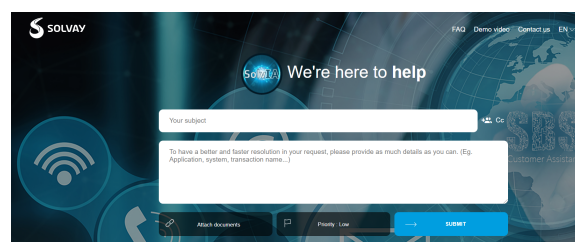
Note that if the *Reviewed Price* you enter is above or equal the *Target Price*, the commitment *Status* will automatically be set to from **Pending R** being saved.

Related articles

- [04. Quotation](#)

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/>



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