

## Travail à faire

- Ouvrez la société Knit-Wave et convertissez la piste commerciale concernant la société Street Ride en opportunité. Créez un nouveau client. Le montant du marché est évalué à 30 000 € et la probabilité de réussite est de 60 %.

## Autocorrection

The screenshot shows the Odoo CRM record for 'Street Ride'. At the top right, there are two icons: 'Réunion' (0) and 'Soumissions' (0). The main title is 'Street Ride' with a subtitle '30 000,00 € à 60,00 %'. Below this, there are two columns of information: 'Client' (Street Ride, Jérémy Coistrant) and 'Vendeur' (Adrien Retier). The 'Client' column includes 'Courriel' (contact@street-ride.com) and 'Téléphone'. The 'Vendeur' column includes 'Date de fermeture prévue' and 'Étiquettes'. At the bottom, there are two tabs: 'Notes internes' and 'Informations supplémentaires'.

The screenshot shows the Odoo CRM Pipeline view. The top navigation bar includes 'CRM', 'Vente', 'Pistes', 'Analyse', and 'Configuration'. The user's name 'CLAUDETERRIER' is visible in the top right. The pipeline is titled 'Pipeline' and has a search bar. Below the search bar, there are buttons for 'CRÉER' and 'GÉNÉRER DES PISTES'. The pipeline is divided into five stages: 'Nouveau', 'Qualifié', 'Proposition', and 'Gagné'. Each stage has a progress bar and a count. The 'Qualifié' stage shows a value of 30 000 €. A card for 'Street Ride' is visible in the 'Qualifié' stage, showing the amount '30 000,00 €' and the client name 'Street Ride, Jérémy Coistrant'. The card also has a star rating and a green 'A' icon.