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9+ Years

 **360 Degree Cloud Technologies**
Everything You Need To Know

360 Degree Cloud, 2021
360degreecloud.com

About **the Author**



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Live, eat, and breathe Salesforce

- Salesforce **Certified Veteran**
- **Strategist** of ISV & OEM Apps, Salesforce **Solution Consultant**
- Experienced Business **Process Implementation Expert** | 8years, 500+ Implementations
- Salesforce **Evangelist, Speaker** at multiple Salesforce and Product Events
- Upcoming **Author** of *“11 Blunders of Bleeding Money with Salesforce Partners”*

About Us

RESOURCES	600+ DEVELOPERS, SPECIALISTS, ARCHITECTS, TRAILBLAZERS	400+ SALESFORCE CERTIFICATIONS	6 Offices LAGUNA BEACH (USA), NOIDA, FARIDABAD, PUNE, JAIPUR, KOLKATA	
PROJECTS	3000+ SALESFORCE PROJECTS IMPLEMENTED	30+ INDUSTRIES SERVED	5 FLAGSHIP PRODUCTS	20 APPEXCHANGE SECURITY REVIEWS CLEARED
PARTNERS	40+ PARTNERS	DEMO JAM WINNER REVIEWED ON Clutch 5.0 CSAT REVIEWS SUMMIT (PLATINUM) PARTNER REGISTERED ISV PARTNER AVAILABLE ON APPEXCHANGE	PLEDGE 1% PROUD MEMBER TOP SALESFORCE CONSULTANTS TOP APP DEVELOPMENT COMPANY TOP CLIENT-CONSULTING COMPANY EMPLOYER CERTIFIED ISO 9001:2015 COMPANY	
REPUTATION	SINCE 9+ INCEPTION	5.0 ★★★★★ CSAT REVIEWS		

How to Enable Opportunity Splits

To enable opportunity splits, we have to enable Opportunity Teams (Team Selling setup).

Step 1: Follow these steps to enable opportunity teams.

Go to **Setup** -> **Build** -> **Customize** -> **Opportunity Team**.

Click on settings -> **enable team selling** and **save**.

opportunity t

Expand All | Collapse All

Build

- Customize
 - Opportunities
 - Opportunity Teams
 - Settings

Team Selling Setup

Once team selling is enabled, you can add custom fields, buttons, and links, validation rules, and Apex triggers

Enable Team Selling

Save Cancel

Add the **Opportunity team** list to required opportunity page layouts and click **Save**.

Page Layout Selection

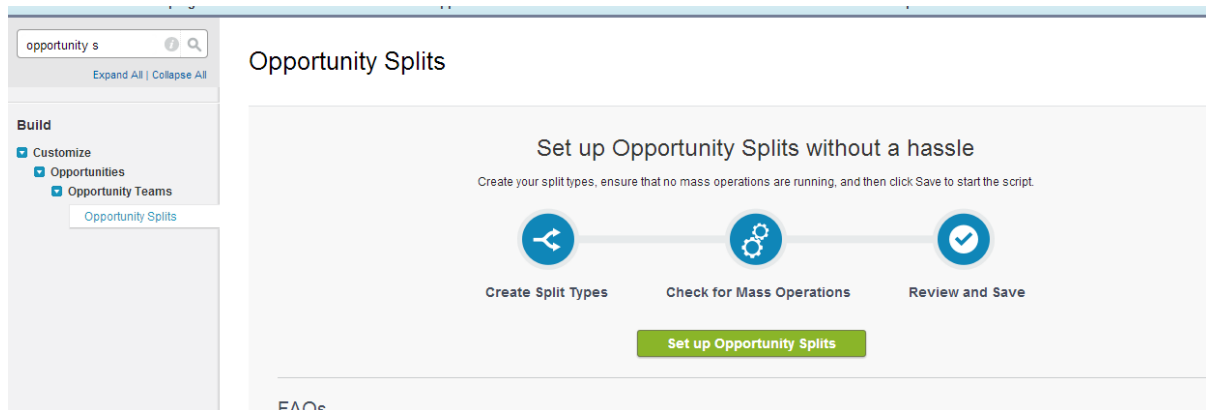
Select the page layouts that should include the Opportunity Team related list. You must select a layout for the related list to appear.

Add List	Page Layout Name
<input checked="" type="checkbox"/>	Opportunity (Marketing) Layout
<input checked="" type="checkbox"/>	Opportunity (Sales) Layout
<input checked="" type="checkbox"/>	Opportunity (Support) Layout
<input checked="" type="checkbox"/>	Opportunity Layout

Add to users' customized related lists

Step 2: Enable Opportunity Splits.

Select **Setup -> Build -> Customize -> Opportunity Team ->** click on **Opportunity Split**.
Click **Set up Opportunity Splits**.



You will navigate to the following screen.

Opportunity Splits

Set up Split Types

Existing opportunities will be updated by a script. While the script runs, triggers, workflows, and validation rules are disabled for opportunity teams.


Active	Split Label	Split Field [?]	Totals 100% [?]
<input checked="" type="checkbox"/>	<input type="text" value="Revenue"/>	Opportunity - Amount	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="text" value="Overlay"/>	Opportunity - Amount	<input type="checkbox"/>

FAQs

Select the type of split you want to enable for your organization and click **Save**. After that you will get a warning page as shown below.

Enable Opportunity Splits ✕

Before enabling Opportunity Splits, ensure that no mass transfer or reassign operations are running.

 If inactive currencies exist, update ISO codes in opportunities using those currencies.

Click **Enable**. Add opportunity split list to the required opportunity page layouts and click **Save**.

Select the page layouts that should include the Opportunity Splits related list. You must select a layout for the related list to appear.

Add List	Page Layout Name
<input checked="" type="checkbox"/>	Opportunity (Marketing) Layout
<input checked="" type="checkbox"/>	Opportunity (Sales) Layout
<input checked="" type="checkbox"/>	Opportunity (Support) Layout
<input checked="" type="checkbox"/>	Opportunity Layout

Add to users' customized related lists

Now opportunity split is enabled to your organization.

Our Apps on AppExchange

AppExchange Apps

Our Most successful flagship



1 App, 1 Number, Multiple Channels

- ❖ SMS/MMS
- ❖ WhatsApp Messaging
- ❖ CTI (Calls)
- ❖ Ringless Voicemail
- ❖ Facebook Messenger
- ❖ Automated Texting
- ❖ 1-on-1 Conversation
- ❖ Link Tracking
- ❖ Bulk Texting & Scheduling
- ❖ Intelligent Texting (itext)

Other offerings on AppExchange



360 Merge Duplicates



360 Verify the Mail



360 Unsubscribe App



Textolic

Thank You



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