



Day-20

Business Requirement

When an Opportunity stage changes, automatically update the Probability (%) field based on the stage value.

For example:

- Prospecting → 10%
- Qualification → 30%
- Proposal → 60%
- Negotiation → 80%
- Closed Won → 100%
- Closed Lost → 0%

Opportunity stage change ayyaka, probability automatic ga update avvali. ila cheste sales team ki clear ga untundi deal chances enti ani.

Business Value



- Sales forecast accuracy improves
- Removes manual probability updates
- Enables better pipeline management
- Helps sales managers track deal health

Objects & Fields

- Opportunity
- StageName
- Probability (Percentage)

Apex Trigger Code

trigger UpdateProbabilityOnStageChange on Opportunity (before insert, before update) {

```
    for(Opportunity opp : Trigger.new) {  
        if(opp.StageName != null) {  
            switch on opp.StageName {  
                when 'Prospecting' {  
                    opp.Probability = 10;  
                }  
                when 'Qualification' {  
                    opp.Probability = 30;  
                }  
                when 'Proposal/Price Quote' {  
                    opp.Probability = 60;  
                }  
            }  
        }  
    }
```

```
when 'Negotiation/Review' {  
    opp.Probability = 80;  
}  
when 'Closed Won' {  
    opp.Probability = 100;  
}  
when 'Closed Lost' {  
    opp.Probability = 0;  
}  
when else {  
    opp.Probability = 0;  
}  
}  
}  
}
```

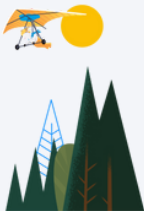


Example

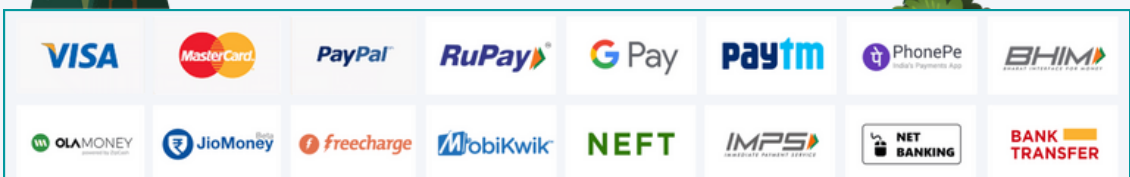
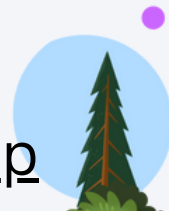
- Opportunity stage changed to “Proposal/Price Quote”
- Probability set to 60 automatically

Real-Time Use Cases

- Sales pipeline management
- Automated sales forecasting
- Consistent data entry enforcement



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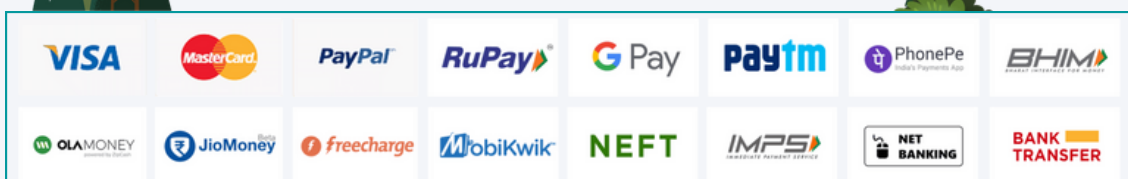
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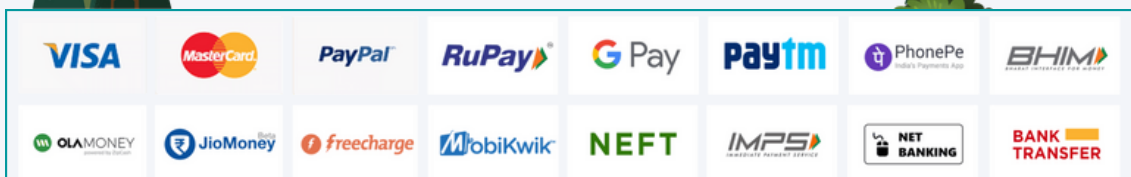
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