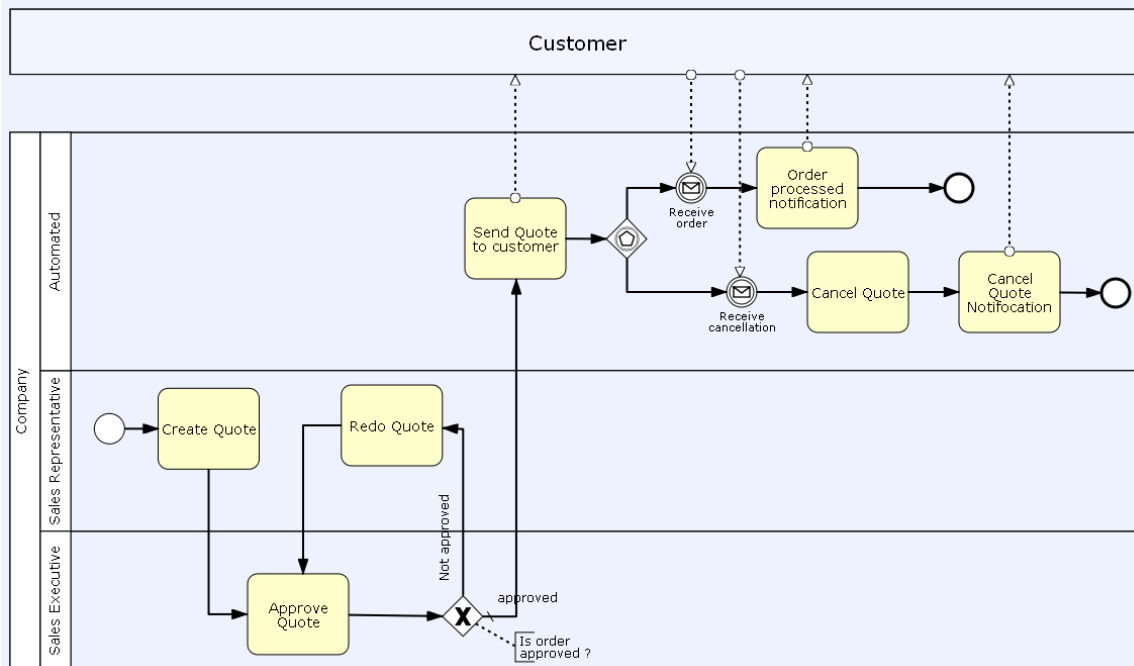


EXERCISE

UNDERSTAND BPMN MODELS

SALES PROCESS

A given model describes quote creation (sales representative) and approval (sales executive) as well as automated order processing for a customer.



QUESTIONS

1. Who approves the quote?
2. How often can a quote be redone?
3. Is the sales representative directly interacting with the customer?