PIPEDRIVE / DEMONSTRATION USING SAMPLE DATA

The same inquiry arrives twice

A sales coordinator needs to know which deal to work on. We followed one fictional inquiry through Pipedrive, then submitted it again and checked the deal and its follow-up.

FIRST INQUIRY

One deal and a follow-up

The first submission created a deal and a linked follow-up activity. Both belonged to the same owner.

REPEATED INQUIRY

The original records stayed in place

Repeating the same inquiry left the original deal and activity in place. No second deal or follow-up appeared in this example.

How your team could check this at handover

Choose one inquiry source and agree what should happen if the same inquiry comes in twice. A coordinator checks the deal, its owner and the activity in their own account.

Pipedrive demonstration recorded on 13 November 2026. The result above describes this sample only.