

A) Lock the Global Defaults (Admin Setup)

A1) Plans (live on landing page)

- **Base Plan:** ₹12,000 → **PU = 3**
- **Pro Plan:** ₹24,000 → **PU = 6**
- **Premium Plan:** ₹48,000 → **PU = 12**

A2) Global commission (applies to all AM unless overridden)

- Base → **₹3,000**
- Pro → **₹6,000**
- Premium → **₹12,000**

A3) Global discounts (if you have global toggles)

- AM Referral Discount (default): **10%**
- Masterclass Discount (default): **15%**

(These will be overridden per AM in this dataset.)

B) Create 3 Area Managers (with different override behaviors)

Create these 3 AMs so you can test every scenario cleanly.

AM1: "Global-only AM"

- AM Code/ID: **AM-ALPHA**
- AM Referral Discount: **10%** (uses global)
- Masterclass Discount: **15%** (uses global)
- Commission: **No override** (uses global)

 This AM tests: **global-only behavior**

AM2: "Override commission AM"

- AM Code/ID: **AM-BETA**
- AM Referral Discount: **20%** (override)
- Masterclass Discount: **25%** (override)
- Commission Override (ONLY Pro plan):
 - Base → (global) ₹3,000
 - **Pro → ₹7,000 (override)**
 - Premium → (global) ₹12,000

✓ This AM tests: **override wins over global**

AM3: "High discount, low commission AM"

- AM Code/ID: **AM-GAMMA**
- AM Referral Discount: **30%** (override)
- Masterclass Discount: **35%** (override)
- Commission Override (ALL plans):
 - Base → ₹2,000
 - Pro → ₹5,000
 - Premium → ₹10,000

✓ This AM tests: **full override + heavy discount**

C) Create 9 Partners (fixed mapping, fixed flows)

Create these partners with simple names and emails so you can trace logs easily.

Under AM1 (AM-ALPHA)

1. **P-A1** (will buy via AM referral)
2. **P-A2** (will come via free demo lead)
3. **P-A3** (will come via masterclass lead)

Under AM2 (AM-BETA)

1. **P-B1** (will buy via AM referral, Pro plan to test override)
2. **P-B2** (upgrade test)
3. **P-B3** (renewal after changing commission override test)

Under AM3 (AM-GAMMA)

1. **P-C1** (heavy discount + override commission test)
 2. **P-C2** (direct purchase → later admin assigns to AM3)
 3. **P-C3** (masterclass purchase → later converts, tests assignment/attribution)
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D) Lead Dataset (Free Demo + Masterclass)

D1) Free Demo Leads

Create 1 free demo lead per AM:

- Lead-FD-ALPHA → created via AM-ALPHA link
- Lead-FD-BETA → created via AM-BETA link
- Lead-FD-GAMMA → created via AM-GAMMA link

Conversion mapping:

- Lead-FD-ALPHA converts to **P-A2**
- Lead-FD-BETA converts to **P-B2**
- Lead-FD-GAMMA converts to **P-C2** (*but this one will be "direct then assigned" – see section F*)

D2) Masterclass Leads

Create 1 masterclass lead per AM:

- Lead-MC-ALPHA converts to **P-A3**
- Lead-MC-BETA converts to **P-B1**
- Lead-MC-GAMMA converts to **P-C3**

E) Purchase & Discount Scenarios (exact actions)

Perform these purchases in order and log everything (payment, PU, commission, lead mapping).

E1) AM1 purchases (global commission)

- **P-A1** buys **Base** via AM-ALPHA link
Expected: Discount 10%, PU 3, Commission ₹3,000
- **P-A2** converts from **Free Demo Lead-FD-ALPHA**, buys **Pro**
Expected: Discount 10%, PU 6, Commission ₹6,000
- **P-A3** converts from **Masterclass Lead-MC-ALPHA**, buys **Premium**
Expected: Masterclass discount 15%, PU 12, Commission ₹12,000

E2) AM2 purchases (override commission test)

- **P-B1** converts from Masterclass Lead-MC-BETA, buys **Pro**
Expected: Masterclass discount 25%, PU 6, Commission **₹7,000 (override)**
- **P-B2** converts from Free Demo Lead-FD-BETA, buys **Base**
Expected: Discount 20%, PU 3, Commission ₹3,000 (global)
- **P-B3** buys **Premium** via AM-BETA link
Expected: Discount 20%, PU 12, Commission ₹12,000 (global)

E3) AM3 purchases (heavy override + discount)

- **P-C1** buys **Premium** via AM-GAMMA link
Expected: Discount 30%, PU 12, Commission **₹10,000 (override)**

F) Direct purchase + Admin assignment (very important test)

These test your "company pool / assign later" logic.

F1) Direct Free Demo Lead then assign

- Create **Lead-FD-GAMMA** but make the purchase **direct** (no AM at payment)
- Partner **P-C2** buys **Base** directly (no AM)
- Admin later assigns **P-C2** to **AM-GAMMA**

Expected:

- Post-assignment should update attribution going forward
- Commission behavior should follow your rule:
 - If you allow commission after assignment for that purchase → it should credit AM-GAMMA
 - If rule says no retro commission → it should not credit but future renewals should

Either way, log what system does (this is exactly why we test)

F2) Masterclass paid but conversion later + assignment check

- Lead-MC-GAMMA created using AM-GAMMA link
- Prospect purchases masterclass (no commission, discount only)
- Later converts to partner **P-C3** and buys **Pro**

Expected:

- Masterclass lead should tie conversion to AM-GAMMA
 - Discount should be masterclass discount (35%)
 - Commission should be AM3 override (Pro → ₹5,000)
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G) Renewal + Override Change Test (critical)

This tests: "commission changed after initial purchase affects renewal".

G1) Renewal after changing global or override

- After **P-B3** purchase, change AM2 override to:
 - Premium commission override: **₹13,000** (new override)
 - Now renew **P-B3** premium plan
Expected:
 - PU credited again on renewal (as per your rule)
 - Commission credited based on **current configured rule**, not old one
 - Logs show correct commission source (override)
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H) Upgrade Flow Test (minimum 2)

H1) Upgrade test under AM2

- **P-B2** bought Base earlier
- Upgrade after some time to **Pro**
Expected:
 - PU on upgrade: as per your rule (likely **no PU**)
 - Commission on upgrade: as per your upgrade commission logic you finalized
 - Payment proration + logs should match

H2) Upgrade test under AM1 (global)

- **P-A1** upgrade Base → Premium
Expected:
 - Same checks (upgrade commission, proration, logs)
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I) Credits + Add-ons + Customer Creation (Partner operational test)

Pick 2 partners:

- **P-A2** and **P-C1**

I1) Credits purchase

- P-A2 buys credits (e.g., 20 credits)
- Check payment logs + credit wallet update

I2) Customer creation via API

- P-A2 creates 3 customers (Customer-A2-1/2/3)
- Validate:
 - Customer created in connected SaaS
 - Credit deducted correctly per duration
 - Event logs created

I3) Add-on purchase

- P-C1 buys 1 add-on
 - Validate:
 - Add-on purchase log
 - Payment log
 - Add-on activation in assigned platforms (if applicable)
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J) Payout + Support Activity Tests (manager-side)

J1) Payout request & payout logs

- Use AM2 (should have varied commissions)
- Request payout
- Approve payout (admin)
- Validate:
 - Earnings log
 - Payout log

- Balance reduces correctly

J2) Support activity access

- AM1 uses "Support Activity" to access **P-A1** dashboard (support window)

Validate:

- Access works
- Audit log exists (who accessed whom)
- Expiry rule applies (1 month support window)

Task: Full End-to-End Flow Testing using Fixed Dataset

STEP 1: Admin Setup

| Create these plans:

- Base ₹12,000 → PU 3
- Pro ₹24,000 → PU 6
- Premium ₹48,000 → PU 12

| Global commission:

- Base ₹3,000 | Pro ₹6,000 | Premium ₹12,000

STEP 2: Create Area Managers

| AM-ALPHA

- Uses global commission
- Referral discount 10%
- Masterclass discount 15%

| AM-BETA

- Referral discount 20%
- Masterclass discount 25%
- Override commission: Pro = ₹7,000

| AM-GAMMA

- Referral discount 30%
- Masterclass discount 35%
- Override commission:
 - Base ₹2,000
 - Pro ₹5,000
 - Premium ₹10,000

STEP 3: Create Partners

| Under AM-ALPHA

- P-A1 (direct via AM link)
- P-A2 (via Free Demo)
- P-A3 (via Masterclass)

| Under AM-BETA

- P-B1 (Masterclass → Pro)
- P-B2 (Free Demo → Base → Upgrade)
- P-B3 (Premium → Renewal after commission change)

| Under AM-GAMMA

- P-C1 (Premium, heavy discount)

- P-C2 (Direct purchase → Admin assigns to AM)
- P-C3 (Masterclass → converts later)

STEP 4: Lead Creation

| Free Demo Leads

- FD-ALPHA → converts to P-A2
- FD-BETA → converts to P-B2
- FD-GAMMA → converts to P-C2 (direct → assigned later)

| Masterclass Leads

- MC-ALPHA → converts to P-A3
- MC-BETA → converts to P-B1
- MC-GAMMA → converts to P-C3

STEP 5: Purchase & Validation

| For every purchase, validate:

- Discount applied correctly
- Payment log created
- PU credited correctly
- Commission credited correctly
- Lead attribution correct

STEP 6: Upgrade & Renewal

- Upgrade P-B2 (Base → Pro)

- Upgrade P-A1 (Base → Premium)
- Change commission override for AM-BETA
- Renew P-B3 and verify new commission applies

STEP 7: Credits, Add-ons, Customers

- Buy credits (P-A2)
- Create 3 customers via API
- Buy add-on (P-C1)
- Verify API sync + logs

STEP 8: Payout & Support

- Request payout for AM-BETA
- Approve payout
- Verify payout logs
- Test 1-month support access for AM

Global PU Configuration (default)

- **Monthly PU Target: 50 PU**
 - **Warning PU Threshold: 30 PU**
 - **Bonus PU Threshold: 60 PU**
 - **Bonus Amount: ₹5,000**
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Now set individual PU logic for Alpha, Beta, Gamma

AM-ALPHA (Baseline / Control AM)

- Monthly PU Target: **(leave empty → uses global 50)**
- Warning Threshold: **(global 30)**

- Bonus Threshold: **(global 60)**
 - Bonus Amount: **(global ₹5,000)**
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AM-BETA (Growth-focused AM)

- Monthly PU Target: **60 PU**
 - Warning Threshold: **40 PU**
 - Bonus Threshold: **75 PU**
 - Bonus Amount: **₹7,500**
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AM-GAMMA

- Monthly PU Target: **40 PU**
- Warning Threshold: **25 PU**
- Bonus Threshold: **55 PU**
- Bonus Amount: **₹4,000**