

Salesforce Development Lifecycle

Detailed Phases



Salesforce Project Development Guide

**Tony Davila, Marc J. Epstein, Robert
Shelton**



Salesforce Project Development Guide:

Salesforce End-to-End Implementation Handbook Kristian Margaryan Jørgensen, 2023-03-10 Packed with practical examples case studies and proven recommendations this handbook helps you manage enterprise grade Salesforce programs Key Features Explore the end to end Salesforce implementation lifecycle with templates and practical examples Discover common issues and strategies for mitigation and prevention Work with checklists to assess the state of your Salesforce implementation in each phase Purchase of the print or Kindle book includes a free PDF eBook Book Description With ever growing digital transformation programs involving Salesforce there is a greater need for a comprehensive overview of the phases and activities specific to Salesforce implementations This book will act as a detailed guide for your Salesforce implementation journey including common issues and pitfalls to mitigate and prevent errors The Salesforce End to End Implementation Handbook starts with the pre development phase Here you ll understand how to define the vision and nature of your project determine your change management strategy and delivery methodology learn to build a business case for your project get insights on engaging with Salesforce and implementation partners and learn to establish a governance framework As you progress you ll gain insights on the necessary activities milestones and common issues faced in Salesforce implementation along with strategies to mitigate them At the end of each section you ll find evaluation checklists to assess the state of your Salesforce implementation By the end of this book you ll be well equipped to set up Salesforce projects and programs effectively and deliver maximum ROI What you will learn Discover the critical activities in Salesforce implementation Address common issues faced in implementing Salesforce Explore appropriate delivery methodology Understand the importance of a change management strategy Govern Salesforce implementation through all its phases Gain insights on key activities in the continuous improvement phase Leverage customer 360 for analytics AI and automation Who this book is for This book is for Salesforce consultants architects project program managers delivery leaders for Salesforce implementation or product owners planning to implement Salesforce or already implementing Salesforce for their organizations If you are switching to a role in Salesforce development this book will act as a guide on what to expect on the job and how to ace it Familiarity with basic business CRM and project management concepts is required **ChatGPT for Accelerating Salesforce Development** Andy Forbes, Philip Safir, Joseph Kubon, Francisco Fálder, 2023-12-29 Harness ChatGPT for streamlined flows effective configuration proficient code writing and enhanced project activities Key Features Improve process quality and reduce costs by incorporating ChatGPT into your Salesforce projects Optimize project workflows and align technical capabilities with business goals Integrate ChatGPT s strengths with Salesforce expertise to innovate business analysis coding and testing approaches Purchase of the print or Kindle book includes a free PDF eBook Book Description Authored by a team of Salesforce masters with exemplary IT background ChatGPT for Salesforce Development helps you learn about the intricacies of Salesforce design configuration coding and testing demonstrating how ChatGPT can

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Executing Salesforce Projects Shamli Nimbaji Nikam, 2024-08-14

DESCRIPTION Salesforce a powerful CRM platform offers immense potential for businesses but requires skillful project execution to unlock its full value For Salesforce professionals who want to improve their project management abilities Executing Salesforce Projects is an indispensable reference Every stage of the Salesforce project implementation process is covered in this comprehensive guide from setup and planning to deployment and post launch optimization It offers views on best practices for integration techniques for customization and successful stakeholder engagement The book gives readers the tools they need to navigate complicated project issues and maximize the return on their Salesforce investments It does this by providing step by step instructions and practical recommendations for different project phases including project discovery sessions development testing UAT preparing for deployment post deployment support training and process optimizations This book is perfect for project managers IT professionals and business analysts since it explains how to successfully apply theoretical knowledge to real world situations in the context of any Salesforce project

KEY FEATURES Covers all project phases from requirements to post deployment support Offers professional advice insider tips and strategies for successful Salesforce deployment Useful for students Salesforce professionals architects leads project managers and business analysts

WHAT YOU WILL LEARN

Understand Salesforce project factors and key considerations for project managers Learn foundational Salesforce knowledge including object formation relationships and key terminologies Configure sales and Service Cloud set project goals and understand the importance of Salesforce AppExchange Master data migration strategies quality assurance types and integration with external systems Develop tailored training approaches execute deployment plans and provide post deployment support WHO THIS BOOK IS FOR The purpose of this book is to assist architects business analysts project leads and managers of Salesforce projects This book is a great resource for professionals who are thinking about switching to Salesforce Professionals or students learning project management techniques can benefit from this book

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The AMA Handbook of Project Management Paul C. Dinsmore, Jeannette Cabanis-Brewin, 2018-11-13 This book is an essential resource that presents a state of the art theory and process of project management Packed with essays and insights from the field s top professionals this authoritative guide is the resource professionals and students rely on for its practical guidance and big picture overview of the entire field scheduling and budgeting engaging stakeholders measuring performance managing multiple projects resolving conflicts using agile practices and more Whether you need advice keeping projects on track or help preparing for certification this new edition explains every principle process and development Revised to reflect the latest changes to A Guide to the Project Management Body of Knowledge PMBOK the fifth edition includes new information on how to Close the strategy implementation gap Tap the power of digital transformation Navigate M A environments Revise your methods for nonprofit settings Keep pace with your evolving role Filled with models case studies and in depth solutions The AMA Handbook of Project Management helps you master the discipline overcome obstacles and fast track your projects and career

AWS Certified Solutions Architect - Associate (SAA-C03) Cert Guide Mark Wilkins, 2023-06-05 This is the eBook version of the print title Note that the eBook does not provide access to the practice test software that accompanies the print book Learn prepare and practice for AWS Certified Solutions Architect Associate SAA C03 exam success with this Cert Guide from Pearson IT Certification a leader in IT Certification Master AWS Certified Solutions Architect Associate SAA C03 exam topics Assess your knowledge with chapter ending quizzes Review key concepts with exam preparation tasks AWS Certified Solutions Architect Associate SAA C03 Cert Guide from Pearson IT Certification prepares you to succeed on the exam by directly addressing the exam s official objectives as stated by Amazon Leading Cloud expert Mark Wilkins shares preparation hints and test taking tips helping you identify areas of weakness and improve both your conceptual knowledge and hands on skills Material is presented in a concise manner focusing on increasing your understanding and retention of exam topics The book presents you with an organized test preparation routine using proven

series elements and techniques Exam topic lists make referencing easy Chapter ending Exam Preparation Tasks help you drill on key concepts you must know thoroughly Review questions help you assess your knowledge and a final preparation chapter guides you through tools and resources to help you craft your final study plan Well regarded for its level of detail study plans assessment features and challenging review questions and exercises this study guide helps you master all the topics on the AWS Certified Solutions Architect Associate SAA C03 exam including Secure Architectures Secure access to AWS resources secure workloads and applications data security controls Resilient Architectures Scalable and loosely coupled architectures highly available and fault tolerant architectures High Performing Architectures High performing and scalable storage solutions high performing and elastic compute solutions high performing database solutions scalable network architecture data ingestion and transformations solutions Cost Optimized Architectures Cost optimized storage solutions compute solutions and database solutions cost effective network architectures

Handbook of Research on the Role of Human Factors in IT Project Management Misra, Sanjay, Adewumi, Adewole, 2019-09-27 The role humans play in the field of information technology continues to hold relevance even with the industry's rapid growth People contribute heavily to the physical cognitive and organizational domain of computing yet there is a lack of exploration into this phenomenon Humanoid aspects of technology require extensive research in order to avoid marginalization and insufficient data The Handbook of Research on the Role of Human Factors in IT Project Management is a collection of innovative research on the methods and applications of the task of human characteristics in the design and development of new technology While highlighting topics including digitalization risk management and task analysis this book is ideally designed for IT professionals managers support executives project managers managing directors academicians researchers and students seeking current research on the dynamics of human influence in technological projects

Mastering Disruptive Technologies Dr. R. K. Dhanaraj, S. R. Jena, A. K. Yadav, Vani Rajasekar, 2021-04-30 About the Book The book is divided into 4 modules which consist of 21 chapters that narrates briefly about the top five recent emerging trends such as Cloud Computing Internet of Things IoT Blockchain Artificial Intelligence and Machine Learning At the end of each module authors have provided two Appendices One is Job oriented short type questions with answers and the second one provide us different MCQs with their keys Salient Features of the Book Detailed Coverage on Topics like Introduction to Cloud Computing Cloud Architecture Cloud Applications Cloud Platforms Open Source Cloud Simulation Tools and Mobile Cloud Computing Expanded Coverage on Topics like Introduction to IoT Architecture Core Modules Communication models and protocols IoT Environment IoT Testing IoT and Cloud Computing Focused Coverage on Topics like Introduction to Blockchain Technology Security and Privacy component of Blockchain Technology Consensus Algorithms Blockchain Development Platform and Various Applications Dedicated Coverage on Topics like Introduction to Artificial Intelligence and Machine Learning Techniques Types of Machine Learning Clustering Algorithms K Nearest Neighbor Algorithm Artificial Neural Network Deep Learning and Applications of Machine

Learning Pictorial Two Minute Drill to Summarize the Whole Concept Inclusion of 300 Job Oriented Short Type Questions with Answers for the aspirants to have the Thoroughness Practice and Multiplicity Around 178 Job Oriented MCQs with their keys Catch Words and Questions on Self Assessment at Chapter wise Termination About the Authors Dr Rajesh Kumar Dhanaraj is an Associate Professor in the School of Computing Science and Engineering at Galgotias University Greater Noida Uttar Pradesh India He holds a Ph D degree in Information and Communication Engineering from Anna University Chennai India He has published more than 20 authored and edited books on various emerging technologies and more than 35 articles in various peer reviewed journals and international conferences and contributed chapters to the books His research interests include Machine Learning Cyber Physical Systems and Wireless Sensor Networks He is an expert advisory panel member of Texas Instruments Inc USA Mr Soumya Ranjan Jena is currently working as an Assistant Professor in the Department of CSE School of Computing at Vel Tech Rangarajan Dr Sagunthala R D Institute of Science Technology Avadi Chennai Tamil Nadu India He has teaching and research experience from various reputed institutions in India like Galgotias University Greater Noida Uttar Pradesh AKS University Satna Madhya Pradesh K L Deemed to be University Guntur Andhra Pradesh GITA Autonomous Bhubaneswar Odisha He has been awarded M Tech in Information Technology from Utkal University Odisha B Tech in Computer Science Engineering from BPUT Odisha and Cisco Certified Network Associate CCNA from Central Tool Room and Training Centre CTTC Bhubaneswar Odisha He has got the immense experience to teach to graduate as well as post graduate students and author of two books i e Theory of Computation and Application and Design and Analysis of Algorithms He has published more than 25 research papers on Cloud Computing IoT in various international journals and conferences which are indexed by Scopus Web of Science and also published six patents out of which one is granted in Australia Mr Ashok Kumar Yadav is currently working as Dean Academics and Assistant Professor at Rajkiya Engineering College Azamgarh Uttar Pradesh He has worked as an Assistant Professor on Ad hoc in the Department of Computer Science University of Delhi He has also worked with Cluster Innovation Center University of Delhi New Delhi He qualified for UGC JRF Presently he is pursuing his Ph D in Computer Science from JNU New Delhi He has received M Tech in Computer Science and Technology from JNU New Delhi He has presented and published papers at international conferences and journals on blockchain technology and machine learning He has delivered various expert lectures on reputed institutes Ms Vani Rajasekar completed B Tech Information Technology M Tech Information and Cyber warfare in Department of Information Technology Kongu Engineering College Erode Tamil Nadu India She is pursuing her Ph D Information and Communication Engineering in the area of Biometrics and Network security Presently she is working as an Assistant professor in the Department of Computer Science and Engineering Kongu Engineering College Erode Tamil Nadu India for the past 5 years Her areas of interest include Cryptography Biometrics Network Security and Wireless Networks She has authored around 20 research papers and book chapters published in various international journals and conferences which

were indexed in Scopus Web of Science and SCI *Designing Deep Learning Systems* Chi Wang, Donald Szeto, 2023-07-25
To be practically usable a deep learning model must be built into a software platform As a software engineer you need a deep understanding of deep learning to create such a system This book gives you that depth Designing deep learning systems a guide for software engineers teaches you everything you need to design and implement a production ready deep learning platform First it presents the big picture of a deep learning system from the developer s perspective including its major components and how they are connected Then it carefully guides you through the engineering methods you ll need to build your own maintainable efficient and scalable deep learning platforms **Market Management and Project Business**

Development Hedley Smyth, 2014-09-25 Market Management and Project Business Development is a guide to the theory of marketing and selling projects in business demonstrating how to secure and deliver value and improve performance in profitable ways By providing a set of key principles and guidelines to business to business B2B marketing construction project management expert Hedley Smyth demonstrates how to use marketing and business development principles to maximise the value of a project The book takes a step by step approach by dealing with each stage in a project s lifecycle in turn covering a range of approaches including the marketing mix relationship marketing and its project marketing variant entrepreneurial marketing and the service dominant logic This book is valuable reading for all students and specialists in project management as well as project managers in business management the built environment or indeed any industry

Handbook of Research on Communities of Practice for Organizational Management and Networking: Methodologies for Competitive Advantage Hernandez, Olga Rivera, Bueno Campos, Eduardo, 2011-04-30 This book provides a sound understanding of the managerial implications of communities of practice as well as their opportunities and limits for knowledge management nota del editor Project Management and Leadership Challenges, Volume IV M. Aslam Mirza, 2018-08-23 Learn how an Agile approach to project management blends older traditional ideas and newer discoveries to create innovative products and services Agility in project management is the power to move quickly and easily and the ability to think fast and draw swift conclusions Essentially it is a value driven approach that allows project managers to deliver high priority and high quality work on projects of a highly uncertain and complex nature This book provides and understanding of Lean project management methods that are effective for complex projects impacted by cost and resource limitations The author presents discussions on collaboration which is a mindset that needs to be developed with training along with creating an environment at the workplace conducive to high performance Collaboration is a soft skill that needs to be learned by every team member to create a collaborative culture Readers will learn how to create collaborative leadership aimed at engaging teams and groups outside formal control for trust and innovation and inspiring them toward common goals **Designing Organisations** Naomi Stanford, 2022-01-13 A new approach to structuring a business to support strategy and maximise efficiency Organisation design matters Every organisation has a better chance of success if it s

designed properly and that design is regularly reviewed refreshed and updated to reflect and support organisational goals Based on the latest thinking and research and taking into account the profound impact the Covid 19 pandemic has had on how we think about work Designing Organisations offers five key principles of organisational design that we can all adopt and deploy Together they provide a framework that balances the needs of today s strategies and operations with the agility to look ahead and meet the challenges of a rapidly evolving business environment *Professional SharePoint 2013 Development eBook and SharePoint-videos.com Bundle* Reza Alirezaei,Brendon Schwartz,Matt Ranlett,Scot Hillier,Brian Wilson,Jeff Fried,Paul Swider,Asif Rehmani,2014-03-10 Beginning SharePoint 2013 Development eBook and SharePoint videos com Bundle *Democratizing Application Development with AppSheet* Koichi Tsuji,Suvrutt Gurjar,Takuya Miyai,2023-01-06 A hands on guide to building sophisticated business applications and automation using AppSheet to deliver business results quickly without writing lines of code Key FeaturesLearn how the AppSheet Editor works to configure test and deploy a business app without writing lines of codeGet hands on experience with AppSheet by building a real world application throughout the bookExplore useful tips and tricks to develop custom functionalities in the app to meet unique business needsBook Description Many citizen developers regularly use spreadsheets in their business and day to day jobs With AppSheet you can take your spreadsheets to the next level by enhancing their ease of use The platform allows you to run your business efficiently and manage it in the field outside of an office or indoor environment This book enables you to create your own simple or medium to complex hybrid apps for business or personal use As a beginner to AppSheet this book will show you how the AppSheet Editor works and how it is used to configure test and deploy an app and share it with others as users or co authors You ll learn about widely used features such as how to use data sources create app views and actions construct expressions with AppSheet functions and make your app secure through security and UX options Next you ll create email attachment templates and develop reports documents based on templates store in the cloud and send files through emails You ll also understand how to integrate third party services and monitor various usage statistics of your app As you progress you ll explore various features with the help of sample apps that you create using the book By the end of this book you ll have learned how to make the most of AppSheet to build powerful and efficient applications What you will learnDiscover how the AppSheet app is presented for app usersExplore the different views you can use and how to format your data with colors and iconsUnderstand AppSheet functions such as yes no text math list date and time and build expressions with those functionsExplore different actions such as data change app navigation external communication and CSV import exportAdd delete and define editing permissions and learn to broadcast notifications and inform users of changesBuild a bot through the AppSheet Automation feature to automate various business workflowsWho this book is for This book is for beginner and intermediate level citizen application developers in small or medium size businesses and business users who want to develop their own apps Basic knowledge of Google Sheets or Excel and an understanding of

different spreadsheet formulas are required Knowledge of SQL and basic software development will be beneficial but not necessary

The Creative Enterprise Tony Davila, Marc J. Epstein, Robert Shelton, 2006-12-30 Creativity is the lifeblood of any business from fledgling startup to global giant creativity is what inspires entrepreneurs to take the leap into the unknown motivates project teams to design faster and better products drives executives to set their sights on new markets and customers The Creative Enterprise asks where do these creative impulses come from and how can they be channeled into profitable ventures Contributions from scholars and practitioners around the world integrate insights from the fields of management economics technology psychology and sociology to shed new light on innovation and how it drives business growth Volume 1 focuses on innovation strategies with chapters on developing the new product pipeline technology transfer and strategic alliances Volume 2 considers the individual and organizational aspects of innovation with chapters on the psychology of creativity and the influences of organizational culture on innovation Volume 3 covers the infrastructure for promoting and sustaining innovation with chapters on managing creative teams selecting and funding projects and developing effective performance measurement and rewards systems Create to make or bring into existence something new derived from the Latin *crescere* to grow Creativity is the lifeblood of any business from fledgling startup to global giant creativity is what inspires entrepreneurs to take the leap into the unknown motivates project teams to design faster and better products drives executives to set their sights on new markets and customers Where does this creativity come from How can it be channeled into profitable ventures The Creative Enterprise brings together the most current thinking from academics and practitioners around the world to shed new light on creativity and how it drives business growth It addresses such topics as Why are some organizations creative and others are not What catalyzes new ideas How can leaders balance short term financial pressures and long term creative aspirations And how can firms maximize the value of their ideas into profitable products and services While many authors have tackled pieces of the puzzle this set uniquely integrates insights from the fields of management economics technology psychology and sociology to cover the spectrum across individual and organizational innovation Volume 1 focuses on innovation strategies with chapters on developing the new product pipeline measuring the impact of innovation on firm growth technology transfer and strategic alliances Volume 2 considers the individual and organizational aspects of innovation with chapters on creativity and artwork idea catalysts and blocks and the interplay between organizational culture and innovation Volume 3 covers the infrastructure for promoting and sustaining innovation with chapters on managing creative teams selecting and funding projects and developing effective performance measurement and rewards systems

Succeeding with Agile Mike Cohn, 2010 Proven 100% Practical Guidance for Making Scrum and Agile Work in Any Organization This is the definitive realistic actionable guide to starting fast with Scrum and agile and then succeeding over the long haul Leading agile consultant and practitioner Mike Cohn presents detailed recommendations powerful tips and real world case studies drawn from his unparalleled experience helping hundreds of

software organizations make Scrum and agile work Succeeding with Agile is for pragmatic software professionals who want real answers to the most difficult challenges they face in implementing Scrum Cohn covers every facet of the transition getting started helping individuals transition to new roles structuring teams scaling up working with a distributed team and finally implementing effective metrics and continuous improvement Throughout Cohn presents Things to Try Now sections based on his most successful advice Complementary Objection sections reproduce typical conversations with those resisting change and offer practical guidance for addressing their concerns Coverage includes Practical ways to get started immediately and get good fast Overcoming individual resistance to the changes Scrum requires Staffing Scrum projects and building effective teams Establishing improvement communities of people who are passionate about driving change Choosing which agile technical practices to use or experiment with Leading self organizing teams Making the most of Scrum sprints planning and quality techniques Scaling Scrum to distributed multiteam projects Using Scrum on projects with complex sequential processes or challenging compliance and governance requirements Understanding Scrum s impact on HR facilities and project management Whether you ve completed a few sprints or multiple agile projects and whatever your role manager developer coach ScrumMaster product owner analyst team lead or project lead this book will help you succeed with your very next project Then it will help you go much further It will help you transform your entire development organization

Handbook of Research on Technology Applications for Effective Customer Engagement Mohd Suki, Norazah, 2020-09-04 In the challenging digital economy bridging the gap between the external stakeholder and business entities through effective applications of technology carries more importance than ever before By building a strong online presence and maintaining a long lasting relationship with valuable customers through high quality customer experience companies continue to thrive during this digital age The Handbook of Research on Technology Applications for Effective Customer Engagement is a pivotal reference source that provides vital research on the utilization of the best research practices for consumer satisfaction and loyalty While highlighting topics such as target marketing consumer behavior and brand equity this publication explores the applications of modern technology in marketing as well as recent business activities of international companies This book is ideally designed for business professionals practitioners marketers advertisers brand managers retailers managers academics researchers and graduate level students *Commerce, Justice, Science, and Related Agencies Appropriations for 2016: Justification of the budget estimates* United States. Congress. House. Committee on Appropriations. Subcommittee on Commerce, Justice, Science, and Related Agencies, 2015 *Harvard Business Review Project Management Handbook* Antonio Nieto-Rodriguez, 2021-10-19 The one primer you need to launch lead and sponsor successful projects We re now living in the project economy The number of projects initiated in all sectors has skyrocketed and project management skills have become essential for every leader and manager Still project failure rates remain extremely high Why Leaders oversee too many projects and have too little visibility into them Project managers

struggle to translate their hands on technical knowledge up to senior management The result Worthy projects are starved of time and resources and fail to deliver benefits while too much investment goes into the wrong projects To compete in the project economy you need to close this gap The HBR Project Management Handbook shows you how In this comprehensive guide project management expert Antonio Nieto Rodriguez presents a new and simple framework that will increase any project s likelihood of success Packed with case studies from many industries worldwide it will teach you how to manage your organization s projects strategic programs and agile initiatives more effectively and push the best ones ahead to completion Timeless yet forward looking this book will help you win in the project driven world In the HBR Project Management Handbook you ll find Everything you need to know about project management in practical nontechnical language A definitive taxonomy of project types from product launches to digital transformations to megaprojects A road map for becoming an effective project leader and executive sponsor A new simple and universal project framework the Project Canvas that breaks down any project into essential building blocks that can be easily understood by all project stakeholders Original concepts and exclusive case studies from public and private sector organizations worldwide You ll learn A common language for project managers and executives to run successful projects across your organization When to use agile traditional or hybrid methods in your projects The twelve principles of successful projects including purpose agility and a focus on outcomes Techniques for selecting and advancing the best projects and managing a strategic and balanced project portfolio How today s projects will help address some of the most pressing global trends including automation sustainability diversity and crisis management Why project management needed to be reinvented and what the future holds HBR Handbooks provide ambitious professionals with the frameworks advice and tools they need to excel in their careers With step by step guidance time honed best practices and real life stories each comprehensive volume helps you to stand out from the pack whatever your role

The Technology Procurement Handbook Sergii Dovgalenko, 2020-04-03 With the rise of cloud services and the digitization of all business units procurement managers need to understand how to buy technology services in order to generate revenue drive innovation and retain customers The Technology Procurement Handbook provides a structured and logical view of the digital buying process It includes invaluable advice on how to manage digital demand prepare sourcing strategies analyze the cost and benefits of proposed solutions and negotiate and implement comprehensive agreements The Technology Procurement Handbook examines the multiple streams of data that feed into the technology procurement process such as ITIL service lifecycle data PMI project management and cloud and software contract provisions The book includes case studies and extensive practical advice based on the authors experience from recent procurement projects There is also a chapter on modular contracting for the US market explaining the use of agile contracts for IT projects

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