

Salesforce Development Lifecycle

Detailed Phases



Salesforce Project Development Guide

Hedley Smyth



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 **400+**

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into job winning confidence 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 simplify complex setups and enhance project team efficiency With this book you'll unlock the effective use of ChatGPT for crafting user stories that align seamlessly with project goals learn how to design and implement Salesforce flows and quickly write clear comprehensive and high quality project documentation You'll leverage ChatGPT to write new Apex code decipher existing code and explore the development of web services and callouts This book covers everything from trigger creation to the development of Lightning Web Components LWC highlighting how these can accelerate the development process Applying ChatGPT's debugging capabilities you'll swiftly identify and resolve Salesforce issues to uphold the integrity and performance of your Salesforce applications By the end of this book you'll be adept at integrating ChatGPT at every stage of Salesforce project delivery from initial configuration to final testing What you will learn Masterfully craft detailed and engaging user stories tailored for Salesforce projects Leverage ChatGPT to design cutting edge features within the Salesforce ecosystem transforming ideas into functional and intuitive solutions Explore the integration of ChatGPT for configuring Salesforce environments Write Salesforce flows with ChatGPT enhancing workflow automation and efficiency Develop custom LWCs with ChatGPT's assistance Discover effective testing techniques using ChatGPT for optimized performance and reliability Who this book is for This book is for Salesforce developers offering insights into using ChatGPT to enhance their coding and configuration abilities It's an invaluable resource for business analysts looking to use ChatGPT to translate complex requirements into actionable solutions For testers this book covers methods to leverage ChatGPT for more effective testing processes ensuring higher quality outcomes Product owners will gain insights into optimizing project workflows and aligning technical capabilities with business goals making this book a must have for Salesforce project team members **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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1 Inside you ll find 350 expertly crafted questions with model answers covering Digital IT Strategy Alignment How to translate business goals into IT strategy defining digital visions handling disruption innovation and emerging technologies

Direct Plan Improve Practices Continual improvement governance risk management decision making structures strategic planning metrics performance measurement Governance Risk Compliance Establishing

governance frameworks balancing risk and opportunity regulatory legal compliance audit trails Value Streams Service Value System SVS Understanding the four dimensions of service management value streams service value chain integration of practices to deliver value Leadership Change Culture Leading organisational change influencing culture stakeholder engagement communication coaching future leaders Strategic Decision Making Metrics Key performance indicators balanced scorecards risk quantification prioritizing initiatives investment decision trade offs Driving Transformation Innovation Leveraging technology trends digital disruption cloud AI automation in strategy scalability agility With these Q A you ll be able to diagnose your readiness focus your self study and prepare to articulate both conceptual understanding and practical application in interviews Whether for roles such as IT Strategy Leader IT Director Digital Transformation Lead or for strengthening leadership capability this book helps you shine Because it references the prestigious PeopleCert AXELOS ITIL 4 Strategic Leader scheme it carries credibility in job interviews hiring panels CloudRoar Consulting Services invites you to build not just knowledge but strategic insight Empower your career Lead with clarity Transform with confidence **Agile Risk Management** Alan Moran,2014-03-18 This work is the definitive guide for IT managers and agile practitioners It elucidates the principles of agile risk management and how these relate to individual projects Explained in clear and concise terms this synthesis of project risk management and agile techniques is illustrated using the major methodologies such as XP Scrum and DSDM Although the agile community frequently cites risk management research suggests that risk is often narrowly defined and at best implicitly treated which in turn leads to an inability to make informed decisions concerning risk and reward and a poor understanding of when to engage in risk related activities Moreover the absence of reference to enterprise risk management means that project managers are unable to clearly articulate scope or tailor their projects in line with the wider expectations of the organisation Yet the agile approach with its rich toolset of techniques is very well equipped to effectively and efficiently deal with the risks that arise in projects Alan Moran addresses the above issues by proposing an agile risk management process derived from classical risk management but adapted to the circumstances of agile projects Though his main focus is on the software development process much of what he describes could be applied to other types of IT projects as well This book is intended for anyone who is serious about balancing risk and reward in the pursuit of value for their stakeholders and in particular for those directly involved in agile software development who share a concern for how risk should be managed Whilst a thorough background in risk management is not presumed a basic level of familiarity with or exposure to agility is helpful 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 **Apex Developer - 400+ Interview Questions & Answers | Perfect Guide for Success** CloudRoar Consulting Services,101-01-01 Are you aiming to progress into a leadership role in IT service management particularly aligned with strategy transformation and governance 350 Interview Questions Answers for ITIL 4 Strategic Leader PeopleCert AXELOS ITIL 4 Strategic Leader Certification Referenced by CloudRoar Consulting Services is your definitive guide This book is tailored to help you build confidence and depth in the skills that organisations expect from strategic IT leadership without being a pure exam cram guide ITIL 4 Strategic Leader SL a designation by PeopleCert AXELOS recognizes professionals who lead in digitally enabled services and demonstrates how IT directs shapes and supports business strategy peoplecert org 2axelos com 2 While this book does not replace official training or exams its Q A sets reflect knowledge areas from the SL stream especially the two modules Strategist Direct Plan Improve DPI and Leader Digital IT Strategy DITS peoplecert org 1 Inside you ll find 350 expertly crafted questions with model answers covering Digital IT Strategy Alignment How to translate business goals into IT strategy defining digital visions handling disruption innovation and emerging technologies Direct Plan Improve Practices Continual improvement governance risk management decision making structures strategic planning metrics performance measurement Governance Risk Compliance Establishing governance frameworks balancing risk and opportunity regulatory legal compliance audit trails Value Streams Service Value System SVS Understanding the four dimensions of service management value streams service value chain integration of practices to deliver value Leadership Change Culture Leading organisational change influencing culture stakeholder engagement communication coaching future leaders Strategic Decision Making Metrics Key performance indicators balanced scorecards risk quantification prioritizing initiatives investment decision trade offs Driving Transformation Innovation Leveraging technology trends digital disruption cloud AI automation in strategy scalability agility With these Q A you ll be able to diagnose your readiness focus your self study and prepare to articulate both conceptual understanding and practical application in interviews Whether for roles such as IT Strategy Leader IT Director Digital Transformation Lead or for strengthening leadership capability this book helps you shine Because it references the prestigious PeopleCert AXELOS ITIL 4 Strategic Leader scheme it carries credibility in job interviews hiring panels CloudRoar Consulting Services invites you to build not just knowledge but strategic insight Empower your career Lead with clarity Transform with confidence **Digital Enterprises** Henderik A. Proper,Bas van Gils,Kazem

Haki,2023-11-14 This book explores different aspects of and provides concrete suggestions to meet the three main challenges for becoming a Digital Enterprise the transition to the digital age the emergence of service ecosystems and the growing role of data as a key underlying resource As a result of these intertwined and mutually amplifying trends today s enterprises are confronted with several challenges that profoundly impact their design from the definitions of products and services offered to their clients via the business processes that deliver these products and services to the underlying IT infrastructure The contributions which are written by leading enterprise architecture researchers and managers of large corporations cover four key aspects which form each one part of the book Part I presents experiences how different enterprises currently already need to embrace and exploit new challenges like blockchain customer centric services or value co creation networks Part II looks at the need for a new design logic i e the need for new ways of thinking regarding the design of enterprises Part III is concerned with the coordination needed among different stakeholders of the ensuing continuous transformations Part IV eventually reflects on the ongoing consequences for enterprise modeling as used to capture both the current affairs of an enterprise as well as design study its possible future affairs The target audience of this book are both master and PhD level students who want to gain insights into key aspects of the challenges confronting digital enterprises as well as enterprise architects and information managers working in enterprises that are on their way to become digital **The Oxford**

Handbook of Project Management Peter W. G. Morris, Jeffrey K. Pinto, Jonas Söderlund, 2012-07-19 The Oxford Handbook of Project Management presents and discusses leading ideas in the management of projects Positioning project management as a domain much broader and more strategic than simply execution management this Handbook draws on the insights of over 40 scholars to chart the development of the subject over the last 50 years or more as an area of increasing practical and academic interest It suggests we could be entering an emerging third wave of analysis and interpretation following its early technical and operational beginnings and the subsequent shift to a focus on projects and their management Topics dealt with include the historical evolution of the subject its theoretical base professionalism business and societal context strategy organization governance innovation overruns risk information management procurement relationships and trust knowledge management practice and teams This handbook is of particular relevance to those interested in the research issues underlying project management 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

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

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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

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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

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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 majot 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

Handbook of Research on Communities of Practice for Organizational Management and Networking: Methodologies for Competitive Advantage Hern ez, 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

The Human-Computer Interaction Handbook Andrew Sears,Julie A. Jacko,2007-09-19 This second edition of The Human Computer Interaction Handbook provides an updated comprehensive overview of the most important research in the field including insights that are directly applicable throughout the process of developing effective interactive information technologies It features cutting edge advances to the scientific

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

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