

# Salesforce Implementation Steps

- 01 Bring Together the Business Stakeholders
- 02 Document All the Internal Processes
- 03 Set Project Timeline and Budget

- 06 Set Communication Channels
- 05 Establish Metrics for Success
- 04 Create Scenarios of the Project Outcome

- 07 Create a Communication Plan
- 08 Identify your Project Stakeholders
- 09 Explore Your Source Data

- 11 Understand Salesforce Structure and UI
- 10 Create Change Management Plan

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**Judd E. Hollander**



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