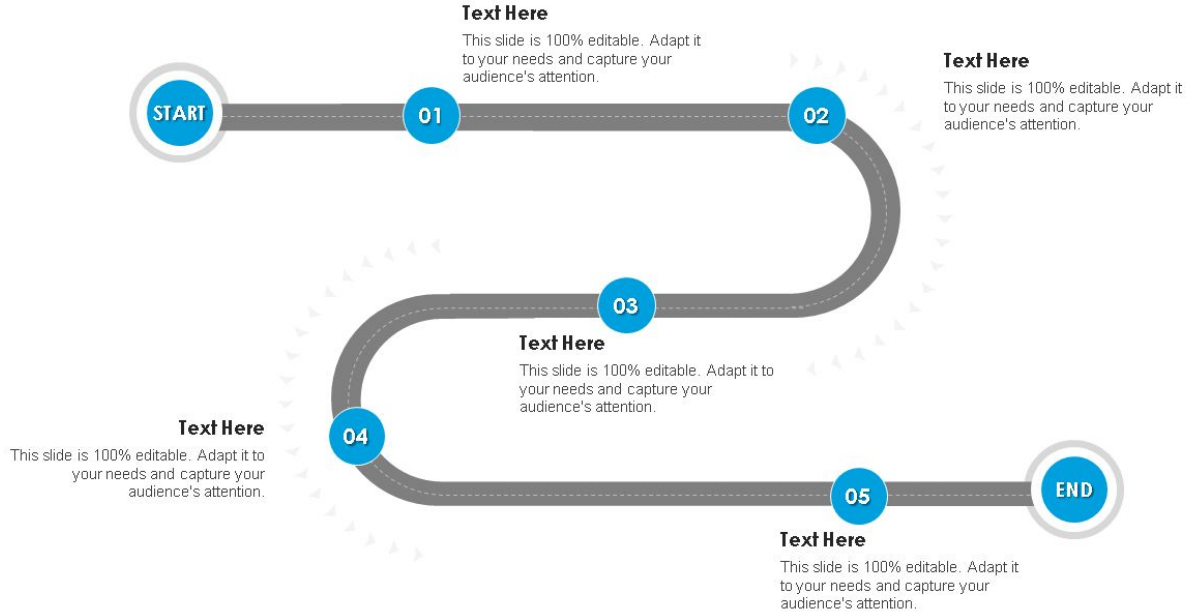


# Salesforce Roadmap

## Roadmap

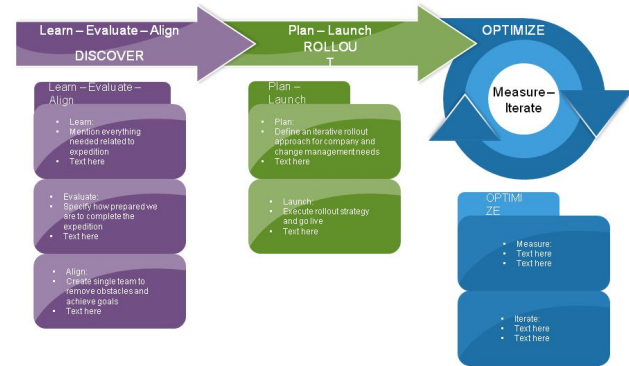


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- **A Salesforce project management roadmap** is a strategic alignment of your business goals with the capabilities of your Salesforce org.
- A project roadmap, in a nutshell, is a guide that ensures you are doing the right things at the right time to help your organisation be wildly successful.

### Salesforce Rollout Plan with Evaluation and Optimization

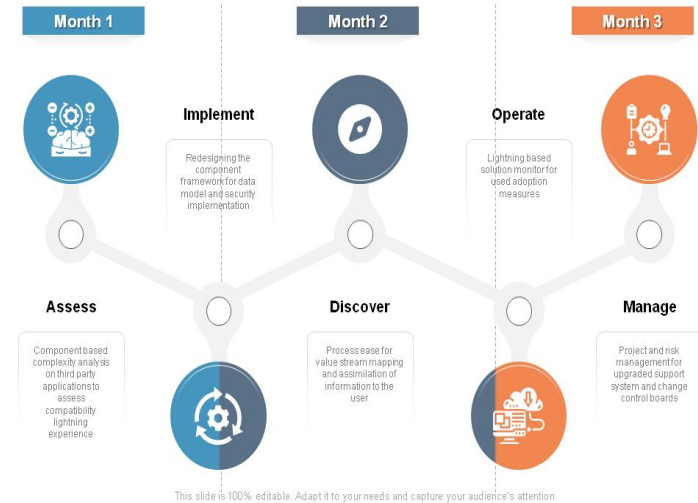
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- **Salesforce Data Migration** is the procedure of transferring data from Salesforce to a destination such as a database, a data warehouse, or an application.
- This procedure also aids in the cleaning and optimisation of data.

### Sales Force Migration Lightning Experience Three Months Roadmap



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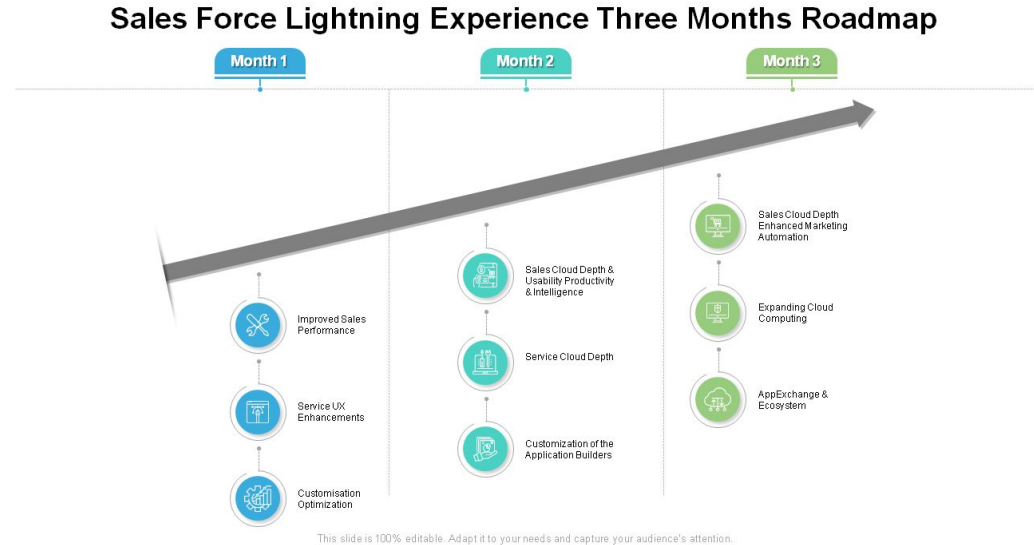
- **Salesforce Campaigns** are a standard Salesforce object that is present in every Salesforce customer's org .
- Campaigns are typically used by the Marketing Team, but they can also be used by Sales Development teams (BDRs/SDRs/lead generation agencies).

### Salesforce Campaign Flow Process Timeline PPT Slide Styles



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- Lightning (Salesforce Lightning) is a segment framework for developing Salesforce apps.
- **Salesforce Lightning** aims to make Salesforce app development easier for business users who do not typically have programming experience.



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- A **30-60-90 day plan** outlines a particular strategy for a new employee during the first 30, 60, and 90 days on the job.
- You can make the transition into a new organisation smooth and empowering by setting concrete goals and a vision for one's abilities at each stage of the plan.

### 30 60 90 Days Plan



**30**  
Days

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**60**  
Days

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**90**  
Days

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- **Sales force objectives and strategies** are primarily concerned with increasing top-line revenue growth for businesses.
- But they may also strive to reduce marketing costs and increase profitability.

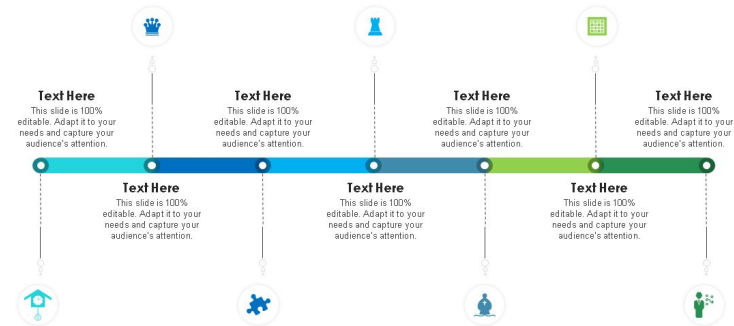
### Five Focus Area illustration for Salesforce Strategy in Banking



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- A **24 hour timeline** is a tool for tracking and displaying hourly updates on an activity.
- The hourly timeline template includes a timeline with all 24 hours marked.

## Twenty Four Hour Timeline Diagram for Salesforce Strategy in Banking



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# FAQs

## **How does Salesforce handle migration?**

- You can migrate data by having to import or inserting records into a new target organisation from another Salesforce legacy source organisation or another external source.
- It is critical to import object data in a specific order in order to maintain record relationships.

## **What exactly is the distinction between Salesforce and Salesforce Lightning?**

- Salesforce Lightning's interface is more modern and user-friendly than Salesforce Classic's.
- It is simpler to use and makes you more productive.

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## What should a 30-60-90-day plan include?

- Create a mission statement for your company.
- Create the objectives for the first 30 days.
- Create the next 60- and 90-day goals.
- Give the employee a lot of resources.
- Evaluate your progress.

## What is Salesforce's marketing strategy?

- A go-to-market strategy extends beyond the product roadmap, with the ultimate goal

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of gaining a competitive advantage.

→ It's a plan outlining how you'll:

- Launch your product successfully to your target audience.
- Find new customers.

# About Us

- SlideTeam is a premier Research, Consulting and Design agency that develops and templatizes industry processes and best practices, frameworks and models across all industry and verticals to help customers present their strategies effectively and convincingly.
- In addition, Slide Team compiles data and statistics from thousands of sources over a wide range of topics to help customers make intelligent decisions. We develop and present our research in the form of fully editable PowerPoint templates to make it easy for our customers to create presentations based on their individual requirements.
- With a large team comprising of Research Analysts, Statisticians, Industry Experts and Designers spread over 6 countries, SlideTeam now hosts the world's largest collection of Ready to Use PowerPoint templates on all topics and industries.
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