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salesforce crm getting started guide - third sector it - a sample sales process looks like this: discuss the sample process with the project team and modify it to fit your organization. for example, if you don't work with partners, remove that step from the sample process. :: start at the point where a lead is qualified as an opportunity.

development lifecycle and deployment architecture resource ... - development lifecycle and deployment architecture resource guide 10 2. deployment techniques and considerations this section will focus on the processes and tools needed to prepare and plan for a successful implementation. familiarity with best practices and a well-designed deployment strategy are essential.

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