

Sales/Business Process Mapping

Sales success starts with the right sales strategy. When you're managing a team of people, it's imperative that everyone is working towards the organization's stated goals, and consistently following a series of defined and documented best practices, or sales process.

Take away the technology for a second, and ask yourself this question. If you were to equip each member of your team with a blank sheet of paper and a pencil, put them in separate rooms, and ask them to map the existing sales process, would you get the same diagram from everyone?

The Salesforce Training Process Mapping solution will support your planning process, document your decisions and speed up your implementation by helping your organization to:

- Build the team
- Define your vision
- Define and prioritize your goals
- Define key aspects of your processes and diagram the process flow
- Define fields associated with your processes
- Decide which reports you need
- Prepare to import data into your CRM program

This planning session is critical, not just for organizations who want to get serious about applying Salesforce automation, but for any organization that manages a sales effort and wants to maximize that output.