Team Involvement In Demonstration

Involving your team in the demonstration of the Property Management Application using Salesforce is crucial for ensuring a successful presentation and addressing any questions or concerns that may arise. Here's how you can organize team involvement in the demonstration:

1. Pre-Demo Team Meeting:

Objective:

Clarify roles and responsibilities for each team member during the demonstration.

Discuss the key points to be covered and ensure that everyone is aligned with the demonstration plan.

2. Presenter Roles:

Facilitator:

Designate a facilitator to guide the overall flow of the demonstration.

The facilitator can introduce each team member, set the agenda, and manage the Q&A session.

Demonstrator(s):

Assign specific team members to demonstrate different aspects of the application.

Each demonstrator should be an expert in their assigned area to provide detailed insights.

3. Team Members' Roles:

Developers:

Developers can showcase the technical aspects of the application, such as custom code, integrations, and any complex functionalities.

They can explain how Salesforce features were customized to meet the unique requirements of the property management application.

Business Analysts:

Business analysts can provide context and insights into the business processes that the application supports.

They can explain how the application addresses specific challenges faced by property managers and tenants.

Quality Assurance (QA) Team:

QA team members can demonstrate how thorough testing was conducted to ensure the reliability and usability of the application.

They can showcase the testing process, including any automated testing tools used.

Administrator/User Roles:

If applicable, have team members play the role of administrators, property managers, and tenants during the demonstration.

This allows stakeholders to see how different user roles interact with the application.

4. Live Interaction:

Q&A Session:

Encourage team members to actively participate in the Q&A session.

Each team member should be prepared to answer questions related to their area of expertise.

Demonstration Collaboration:

Ensure smooth transitions between different demonstration segments.

Team members should be aware of each other's parts of the demonstration to provide a cohesive and integrated presentation.

5. Backup Plans:

Technical Support:

Have a team member designated as technical support in case any unexpected issues arise during the demonstration.

This person can address technical glitches promptly to maintain a smooth presentation.

6. Post-Demo Debrief:

Feedback Session:

Conduct a post-demonstration debrief with the team to gather feedback.

Discuss what went well, any challenges faced, and areas for improvement.

7. Continuous Improvement:

Iterate Based on Feedback:

Use the feedback gathered from the team and stakeholders to iterate on the demonstration process and improve future presentations.

Continuously refine the demonstration based on lessons learned.

Involving your team in the demonstration not only showcases the collaborative effort behind the Property Management Application but also ensures that each aspect of the application is presented by the team members with the most expertise in those areas. This approach helps build confidence in the application and fosters a sense of ownership and accountability within the team.