

Business Systems Innovation Labs

Lab 2a Pre-flight Checklist



"No Sh**, Sherlock - The Case of the Lost Integrity"

Halloween's approaching & Max is back with another episode and a mystery to solve.

Prep: What do you need to start?

- ✓ If you didn't do Lab 1a and 1b, that's ok. Just do **Steps 6-33 & 102-114** of Lab 1b and you're good for this one.
- ✓ If you didn't get the **Average Amount & Equity by Type** report created successfully in Lab 1b, that's ok. When you hit Step 57 in this one, just refer to the screen cap of that report embedded after that step. No worries.

Learning Objectives: What to "get"

- ✓ Realize how devastating errors in data can be & learn one way we strive to prevent them.
- ✓ See how duplicate data (redundancy) threatens system integrity ("truth").
- ✓ Get a feel for working with users to understand them & build to their needs.
- ✓ Get how systems must be evolved, like living things, to adapt to change.
- ✓ Recognize that there's an underlying logical structure in how data items relate to each other, based on how users think of the data—to make an app work right for them, you have to set up (model) the logical record structure according to their thinking.

Deliverables: Get your points

Remember! To get your points, **make sure your screencaps are big enough to include your name at the top!!!**



This time there are three (3) points marked for you to stop and take a screen capture to submit for credit. Match the numbers below with the annotations in the blog:

- 1** When you reach this point (after Step 16), you should see the Pitch details for any record you chose, with an error message displayed next to the Equity Percentage field where you tried to enter a number over 100. Do a screen capture showing the error message and submit.
- 2** At this point (after Step 50), you should be viewing the Seeing Triple view you created and just the three records you entered for Spray & Pray, just like the illustration shown in the lab. Do a screen capture and submit for credit.
- 3** At this point (after Step 109), you should see the Pitch detail for Spray & Pray as of the 3rd meeting (\$800,000, 35%), along with the related list of three meetings below, just like the illustration shown in the lab. Do a screen capture and submit for credit.

Tips: Get more

Remember: Your goal is NOT to learn Salesforce! It's to learn the "why" & "how" of tech supporting business. Learning something about Salesforce is a nice side-effect, but Salesforce is just a tool to get to the real goal—*understanding the ideas.*