# **Playbooks for SFDC Test Plan**

# Email Template Test

| **Step** | **Action/Description** | **Expected Results** | **Actual Results** | **Pass/Fail** |
| --- | --- | --- | --- | --- |
| **Email template format** | - Send each email template from Playbooks  - Open each email in your inbox | When viewed in the recipient’s inbox, the font and size of each email is uniform and in the desired font and size. |  | P:  F: |
| **Email template content quality, typos, & ease of use** | - Send each email template from Playbooks  - Open each email in your inbox | Each email template is free of miss-spelled words and typographical errors. Each template is ready for use by the sales team. |  | P:  F: |

# Record Import and SFDC Fields

| **Step** | **Action/Description** | **Expected Results** | **Actual Results** | **Pass/Fail** |
| --- | --- | --- | --- | --- |
| **Lead / Contact import**  **(one at a time)** | -Go to a Lead or Contact in Salesforce  -Open Playbooks, and  go to the Dashboard section,  -Click "Add New People"  -Click “Import from Salesforce" | -The green [Add to Playbooks] button shows up on the lead or contact page  -The records is imported into Playbooks and assigned to a Play |  | P:  F: |
| **Import multiple records from a list view or report** | -Go to Lead or Contact List View  -Check off a few records  -Click the green "Add to Playbooks" button  -Assign it to a Play | -The green [Add to Playbooks] button shows up on the list view or report  -The selected records are imported into Playbooks and assigned to a Play |  | P:  F: |
| **Playbooks fields on the Lead or Contact** | -Go to a record you imported to Playbooks  -Check the fields Playbooks Play Name, Play Step, and Play Status | The following fields populate with info automatically:   1. Playbooks Play Name 2. Playbooks Play Status 3. Playbooks Step Number 4. Playbooks Next Step Due Date |  | P:  F: |

# Calling through Playbooks

| **Step** | **Action/Description** | **Expected Results** | **Actual Results** | **Pass/Fail** |
| --- | --- | --- | --- | --- |
| **Place a call from a Play** | -Go to a record assigned to a Play with a phone call step  -Click “Dial Now” | -The Playbooks system calls user’s Agent Number  -Upon picking up, it should ring the customer’s phone  -The user is able to click [End], disposition the call, and click [Save]. |  | P:  F: |
| **The Phone call activity ion SFDC** | -Check the Activity History in Salesforce and make sure you see a completed activity there | -A completed task should appear under the Activity History |  | P:  F: |
| **Phone call activity fields** | -Click into the completed task for the phone call  -Check all the Playbooks fields | The following Playbooks fields are populated:   * Playbooks Step Number * Playbooks Play Name * Playbooks Step Type |  | P:  F: |
| **Click-to-Call with Playbooks** | -Go to a lead record  -Ensure the phone numbers to dial are hyperlinked  -Click on the number | -User should be able to click on any phone number on a Lead or Contact record  -ISDC system calls the user’s agent number  -Call is placed to person’s phone |  | P:  F: |

# Emails through Playbooks

| **Step** | **Action/Description** | **Expected Results** | **Actual Results** | **Pass/Fail** |
| --- | --- | --- | --- | --- |
| **Send an email from a Play** | -Go to a person assigned to a Play with an email step in playbooks and click send. | - The email is sent and received successfully |  | P:  F: |
| **The email Activity in SFDC** | **-**After sending an email, check the activity history in Salesforce | -A completed task should appear under the Activity History |  | P:  F: |

# Custom scenarios

| **Step** | **Action/Description** | **Expected Results** | **Actual Results** | **Pass/Fail** |
| --- | --- | --- | --- | --- |
|  |  |  |  | P:  F: |
|  |  |  |  | P:  F: |
|  |  |  |  |  |