

Certificate Program in **Sales Force**

Class Room | Online | Corporate Training

The screenshot displays the Salesforce dashboard with the following data points:

- Closed this Quarter:** 18B (Target: ≥ 16B)
- Average Deal Age:** 267 (Target: ≥ 67)
- Closed this Month:** 7.8B (Target: ≥ 67)
- Deals by Segment:** 2.9B
- Monthly sales comparison:** A bar chart showing sales across various industries like Insurance, Engineering, Manufacturing, Technology, etc.
- Month on month sales evolution:** A table showing sales evolution by close date.

CLOSE DATE	EVOLUTION
October 2016	1,372
November 2016	178
August 2016	149
March 2016	74
July 2016	43
February 2016	32



5000+ Trainees | 20+ Countries
200+ Batches | 500+ Success Stories

SalesForce FAQ'S



DURATION

45 Days



ELIGIBILITY

Any Graduate



CERTIFICATIONS

Digital Nest Certificate



LAPTOP CONFIGURATION

OS: Windows X, I5 7th generation Processor, Ram: 8GB, HDD: 1 TB



ROLES

Administrator No Pre Requisite, Developer Preferably Knowledge of best practices in Java, Fundamental knowledge of Oops, Knowledge of RDBMS and SQL database triggers



AVG PACKAGES

3-13 Lakh p.a.



PRE REQUISITE

Preferrably Knowledge of best practices in Java,
Fundamental knowledge of Oops
Knowledge of RDBMS and SQL database triggers



WHO CAN LEARN

IT Professionals, Administrators, Developers, Graduates,
Job Seekers, End users

KEY HIGHLIGHTS



Training by Real Time Experts



Material, Case Studies & Assignments



One-On-One with Industry Mentors



Dedicated Student Manager



100% Assured Placement Assistance



Hands on Training



Doubt Clarification Sessions



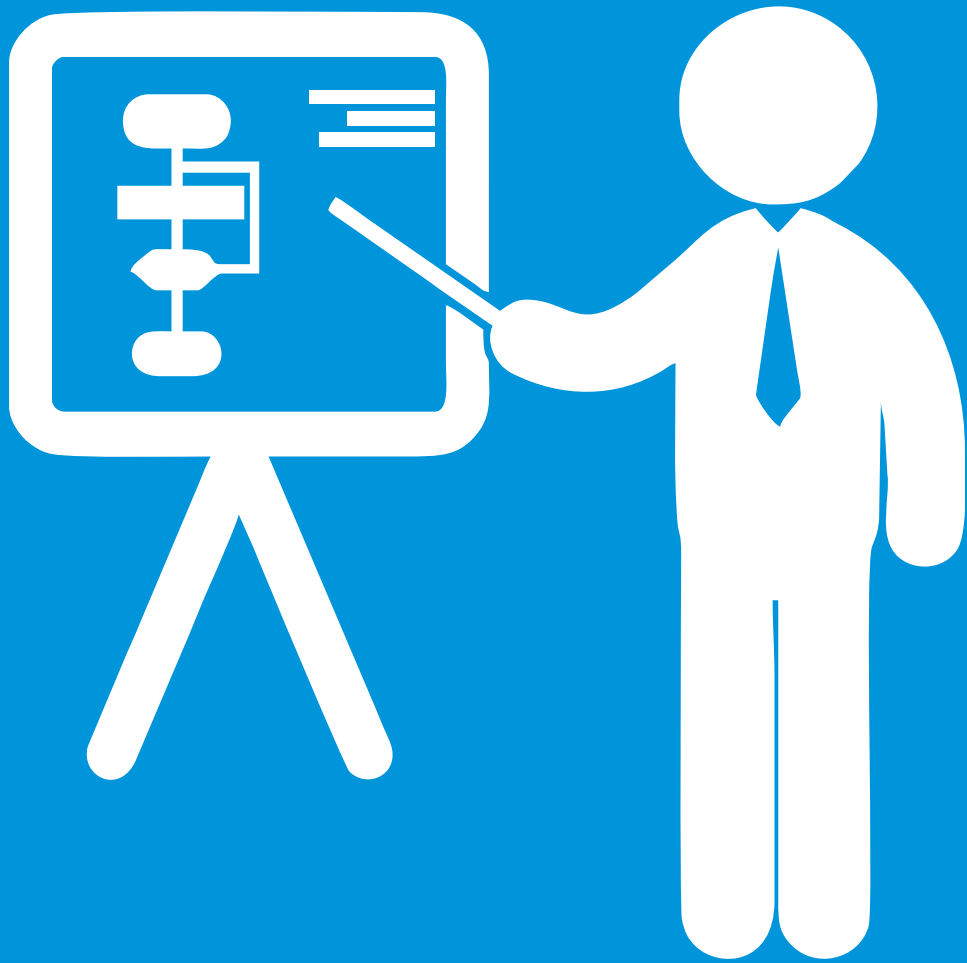
Limited Strength



Resume & Interview Prep Guidance



Course is curated by subject matter experts in Salesforce



COURSE STRUCTURE

Admin

1. Salesforce CRM Introduction & Architecture

- Introduction to Salesforce CRM.
- Salesforce CRM Architecture
- Comparison among Salesforce subscription

2. Setting Up Salesforce Environment

- Register Salesforce Developer Account for Practice.
- Understand Business Requirement
- Create custom application using Schema Builder/custom object /using Spreadsheet

3. Working on Building Data Model

- Design and discuss Salesforce data model

4. Organizational level settings

- Setting up and managing Company Profile.
- Managing Holidays
- Company working hours
- Language Settings
- Default Currency and local settings(Language and local).

5. User and profile Management in Salesforce

- Creating new users.
- Profile Management.
- Assigning profile to users

6. Security and Sharing on custom Application

- Managing Security and Sharing in Salesforce
- Field/ App Level/ Records Level Security implementation
- Records access settings
- Control Records sharing using Roles.
- Setting up new Roles Hierarchy.

7. Field Customization (Standard and Custom)

- Administrating Standard fields
- Creating new Custom fields
- Creating selection Fields: Pick lists and Lookups
- Creating Formula Fields
- Working with Page Layouts
- Setting up Record types
- Maintaining data quality

8. Managing Data

- Import Wizards
- Data loader
- Mass transfer
- Backing up data
- Mass delete and the Recycle Bin

9. Data Validation in Salesforce.com CRM

- Create data validation rules for custom objects
- Data Import /Export Wizard (Within Salesforce)
- Perform Import /Export / Delete / update process using Data Loader

10. Automation

- Setting up workflow rules.
- Lead and case automation.
- Approval Process automation.

11. Reports and Dashboards

- Running and modifying default reports
- Creating new reports with the Report Builder(Lightning/ Classic).
- Working with Report Filters
- Summarizing with Formulas and Visual Summaries
- Scheduling reports
- Building dashboards (Lightning /Classic)

12. Sharing and Security

- Create and Assign profile to new/existing users.
- Control access to records
- Implement OWD (Organization Wide Defaults).
- Configure Sharing Rules (Manual and Automated) for records access security

13. Implementing Business Processes

- Setup Field Validation rules
- Configure field history tracking for auditing.
- Automate Business process using Process builder / Flow

14. Salesforce Communities Introduction and Configuration

15. Salesforce Lightning app builder

- Salesforce lightning app builder introduction
- Configuring dynamic forms and action using lightning app builder
- Add Components on dynamic forms.

Developer

1. Salesforce CRM Introduction & Architecture.

- Introduction to Salesforce CRM.
- Salesforce CRM Architecture
- Comparison among Salesforce subscription.

2. Setting Up Salesforce Environment

- Register Salesforce Developer Account for Practice.
- Understand Business Requirement
- Create custom application using Schema Builder/custom object /using Spreadsheet

3. Working on Building Data Model

- Design and discuss Salesforce data model

4. Organizational level settings

- Setting up and managing Company Profile.
- Managing Holidays
- Company working hours
- Language Settings
- Default Currency and local settings(Language and local).

5. User and profile Management in Salesforce

- Creating new users.
- Profile Management.
- Assigning profile to users

6. Security and Sharing on custom Application

- Managing Security and Sharing in Salesforce
- Field/ App Level/ Records Level Security implementation
- Records access settings
- Control Records sharing using Roles.
- Setting up new Roles Hierarchy.

7. Field Customization (Standard and Custom)

- Administrating Standard fields
- Creating new Custom fields
- Creating selection Fields: Pick lists and Lookups
- Creating Formula Fields
- Working with Page Layouts
- Setting up Record types
- Maintaining data quality

8. Managing Data

- Import Wizards
- Data loader
- Mass transfer
- Backing up data
- Mass delete and the Recycle Bin

9. Data Validation in Salesforce.com CRM

- Create data validation rules for custom objects
- Data Import /Export Wizard (Within Salesforce)
- Perform Import /Export / Delete / update process using Data Loader

10. Automation

- Setting up workflow rules.
- Lead and case automation.
- Approval Process automation.

11. Reports and Dashboards

- Running and modifying default reports
- Creating new reports with the Report Builder(Lightning/ Classic).
- Working with Report Filters
- Summarizing with Formulas and Visual Summaries
- Scheduling reports
- Building dashboards (Lightning /Classic)

12. Sharing and Security

- Create and Assign profile to new/existing users.
- Control access to records
- Implement OWD (Organization Wide Defaults).
- Configure Sharing Rules (Manual and Automated) for records access security

13. Implementing Business Processes

- Setup Field Validation rules
- Configure field history tracking for auditing.
- Automate Business process using Process builder / Flow

14. VisualforcePages

- What are the capabilities of the Visualforce.
- Incorporate Visualforce pages into Salesforce(Lightning and Classic)
- Implement JavaScript events within Visualforce pages.
- Introduction to Standard / Custom controller within VF pages
- Implementation of Extensions in Visualforce Pages.
- Adding styles using CSS Style Sheet tags.
- Implement JQuery on Visualforce page.

15. Introduction to Force.com Code

- Overview, including Force.com code in the salesforce.com stack, environment requirements, usage scenarios, the development lifecycle, execution methods, and salesforce.com objects & fields
- An introduction to object-oriented programming, classes, & objects.
- Introduction of visual Studio Code.

16. Force.com Code Building Blocks

- Introduction to Classes , Objects , variables in Apex class.
- Setting up Relationships between objects.
- Best practices for formatting, commenting, & naming conventions

17. Force.com Code Class Construction

- Classes and objects, constructor , encapsulation, conditions & logic flow control, loops, & exception handling

18. Force.com Triggers & Data

- What are Triggers? Uses and Configuration (Developer Console)
- Testing class for triggers.
- Introduction on SOQL and SOQL
- Test SOQL using workbench tool.

19. Batch Apex in Salesforce

- What is Batch Apex? When to use Batch Apex?
- Batch Apex implementation and configuration.


20. Lightning Component Introduction

- Introduction to Lightning component/ Aura Component.
- Creating Lightning component to perform DML operations in objects.
- Lightning Component Bundle
 - a) Create lightning Component
 - b) Know your lightning bundle
 - c) Communication between component.

21. Salesforce Integration

- Salesforce Integration Introduction
- Rest and Soap API Introduction
- Generate WSDL Files
- Introduction to Apex Rest Web Service

22. Lightning Web Components (LWC)

- Lightning Web Component Bundle
 - Data Binding
 - Handling Lightning Input
 - Conditional Rendering
 - Decorators In Lwc
 - Getters
 - How To Add Styling In Lwc
 - How To Use Get Record In Lwc
 - Display Toast Notifications
 - Navigation In Lwc
 - Custom Labels And Statis Resource
 - Data Table In Lwc
 - Add Custom Link In Data Table
- 

 High performance. Delivered.					
					
					
			 Cognizant		

Our Trainees Hail from

Ready to get
incubated in

SalesForce

Lets Start

Reach Us:

📍 1st Floor, SNR Towers,
Beside BVRIT
City Center bus stop,
PANJAGUTTA, Hyderabad.

📍 2nd Floor,
Above Karnataka Bank,
Silicon Valley Road,
HITECH-CITY, Hyderabad.

☎ +91 80889 98664 @ info@digitalnest.in 🌐 www.digitalnest.in

Follow us on



/digitalnest



/digitalnesthyd



/digitalnest



/digitalnesthyd