



SALESFORCE TRAINING SYLLABUS DEV+ADMIN

Module - 1

Introducing the concept of Cloud Computing
Introduction of cloud vendors (Salesforce)
Overview of each of three building blocks in cloud applications

- SAAS (Salesforce.com)
- PAAS (Force.com)
- IAAS

Module - 2

Overview of Database Concepts
Database structure
Normal (Excel based) Database Vs. Relational (Salesforce) Database
Benefits & Use of Relational Database

Module - 3

Introducing the Force.com Platform
Understanding of Standard Objects
Standard Object Flow (SAAS)
Creation of a Free Developer account :
<http://www.developerforce.com/events/regular/registration.php>
(This org will be used to develop and test the application during the entire Course)

Module - 4

Building a Simple App
Becoming familiar with the Force.com Setup Area
Introduction of Standard Objects
Introduction of Custom Objects
Introduction of Tabs, Standard & Custom Fields, Detail Page and Related Lists

Module - 5

Enhancement of the App
Relationships:
Types of Relationship
Understanding of each Relationship with a use business case
Differentiation between One-to-Many and Many-to-Many
Introduction of Primary-Keys & Foreign-Keys (Conceptual Knowledge)
Roll-up Summary Field
Formula & Cross Object Formula Field:
Guidance & Hand-on with Date, Text and number formulas

Module - 6

Securities in Salesforce App
Object Level Securities
Describe different object-wise permissions and their impact
Difference between Read Vs. View All, Edit Vs. Modify All
Record Level Securities
Describe OWD (Organization-Wide Default)

Record sharing using Roll-Hierarchy
Describe Sharing Rules
Manual Sharing
Field Level Securities
Field Properties
Unique property
External Id (Considered in Data Management)
Required property

Module - 7

Business Logic Implementation
Rules for Automation:
Validation Rule (Run on highest priority for the App)
Workflow (Time-Dependent & Time-Independent)
Assignment Rule
Auto-Response Rule (Live example with Web-to-Lead functionality)
Escalation Rule
Introduction and use of Record Type
Introduction and use of Different Page-Layouts using Record-Type

Module - 8

Approval Process:
Single-step Approval
Multi-steps Approval
Differentiation between Workflow rule & Approval process
Email to approve the request
Understanding the order of Execution of all these rules

Module - 9

SOQL & SOSL
Introduction of SOQL & SOSL
Introduction of Queries traversing from Child to Parent Object
Introduction of Queries traversing from Parent to Child Object
Introduction of aggregate Queries
Introduction of Semi-Join & Anti-Join
Field Semi-Join & Anti-Join
Reference Semi-Join & Anti-Join

Module - 10

Complex Business Logic Implementation
Introduction of Apex
Introduction of Collection Types, Loops & DML Statements
Understanding of Traditional FOR LOOP & Advance FOR LOOP
Understanding of Loops with SOQLs
Implementation of Apex-Trigger
Understanding & Use of Trigger Context Variables

Module - 11

Data Management
Introduction Import-Wizard
Few Standard Objects and All Custom Objects will be supported
De-Duplication as default behavior
Use of External IDs
Introduction & Use of Apex Data-Loader
Use of different actions (Call) like Import, Update, Upsert, etc.
Also Supported by CLI

Difference between Import-Wizard & Data-Loader
QUESTIONS (?):

Module - 12

Introduction of MVC Architecture:
Data Model
View
Controller

Module - 13

Report & Dashboard
REPORT:
Introduction of Report Types (Standard Report Type & Custom Report Type)
Introduction of Types of Report
Tabular Report
Summary Report
Matrix Report
Join Report
Feature of the SFDC Report
Custom Summary Formula field
Bucket Field
Condition Highlighting
Scheduling report for future run
DASHBOARD:
Introduction of different dashboard components and their usage
Selection of the Component to meet the given requirement
Dashboard Settings
Formatting of the Different Graphs (Components)
Drill down to the source report while click on the graphs
Dashboard Running User concept

Module - 14

Building a Visualforce (Custom) Page for the App:
Introduction of Visualforce Pages
Difference between Standard Controller & (Custom) Controller
Hands-on to Create a List-view, Detail-Page, Copy the page as PDF when click a Button or Link
Hands-on to display data in Table format, enabling pagination, calling action on a Button or Link, etc.
Use of JavaScript in VF-pages. (Adding dependencies, etc.)

Module - 15

Overview of other force.com capabilities
Different type of Sandboxes and their usage
Enable Web-to-Lead (or Web-to-Case) for the org
Introduction of Site.Com and creation of site using it
Introduction of Debug Logs

Module - 16

Learning Apex & Deployment Tools
Introduction of Apex Classes
Invoke a class or its method via Triggers
Use as a Controller for a VF page
Difference between Controller & Extension
Introduction of test class & methods to cover Apex
Deployment Tools:
Force.com IDE (Eclipse Plugin)
Force.com Migration Tool (Ant Based)
One live Force.com Project:- (Two weeks)

Additional Benefits:

Interview preparation

Profile preparation

Job Assistance