

# **A SUMMER INTERNSHIP-I REPORT**

**On**

**Salesforce Developer Virtual Internship**

**submitted in accordance with the requirement for the degree of**

**BACHELOR OF TECHNOLOGY**

**CSE- (ARTIFICIAL INTELLIGENCE & MACHINE LEARNING)**

**Under the Esteemed Guidance of**

**M. CHENNAKESAVA RAO M.E (Ph.D)**

**Associate Professor, CSE-(AI&ML)**

**Submitted by**

**JANJANAM YUVA SREYA SREE**

**Reg. No: 228X1A4233**



**DEPARTMENT OF CSE- (ARTIFICIAL INTELLIGENCE  
&MACHINE LEARNING) KALLAM HARANADHAREDDY**

**INSTITUTE OF TECHNOLOGY (AUTONOMOUS)**

**Approved by (AICTE, New Delhi, Permanently Affiliated to JNTU**

**KAKINADA) Accredited by NAAC with an 'A' Grade**

**NH – 16, Chowdavaram, Guntur – 522019 (A.P)**

**ACADEMIC YEAR: 2024-2025**

# **PROGRAM BOOK FOR SUMMER INTERNSHIP-1**

**Name of the Student** : **JANJANAM YUVA SREYA SREE**

**Name of the College** : KALLAM HARANADHAREDDY INSTITUTE OF TECHNOLOGY  
(AUTONOMOUS)

**Registration Number** : **228X1A4233**

**Period of Internship** : 8 WEEKS **FROM** AUGUST 2023 **TO** OCTOBER 2023

**Name & Address of the**

**Internship Organization** : SMART INTERNZ

## Student Declaration

I, **JANJANAM YUVA SREYA SREE** student of B.Tech Program, Reg. No. **228X1A4248** of the **CSE- (ARTIFICIAL INTELLIGENCE & MACHINE LEARNING)**, Kallam Haranadhareddy Institute of Technology do here by declare that I have completed the mandatory internship virtually from **August 2023 to October 2023** in **Salesforce Developer Virtual Internship** under the guidance of **M.Chennakesavarao M.E,(PhD)** Department of **CSE- (ARTIFICIAL INTELLIGENCE & MACHINE LEARNING)**, Kallam Haranadhareddy Institute of Technology.

*Signature of the student*

Internal Examiner

External Examiner

Head of the Department

Principal

# INTERNSHIP COMPLETION CERTIFICATE



In Partnership With



## CERTIFICATE OF COMPLETION

October 31, 2023

**Ambati Madhu Kiran Reddy**

### **Salesforce Developer Virtual Internship**

During the 8 Weeks period of Virtual Internship (**August-October 2023**), ambati madhu kiran reddy has completed the following Salesforce Trailhead modules

Salesforce Fundamentals  
Organizational Setup  
Relationship & Process Automation  
Types Of Flows & Security  
Apex, Testing & Debugging  
VS Code Setup & CLI Setup  
Lightning Web Components (LWC) & API

Super Badge - Apex Specialist  
Super Badge - Process Automation Specialist  
Super Badge - Developer Super Set

Certificate ID: SISFVIPAD2023-67265 | Verify this certificate @ [https://smartinternz.com/internships/salesforce\\_certificates/4af950cdf0db3e44bf17f1e71887f4c](https://smartinternz.com/internships/salesforce_certificates/4af950cdf0db3e44bf17f1e71887f4c)

**Shri Buddha Chandraseker**

Chief Coordinating Officer(CCO),  
NEAT Cell-AICTE

**Mr Amarender Katkam**

Founder & CEO, SmartBridge &  
SmartInternz

## ACKNOWLEDGMENT

I profoundly express my gratitude and respect towards our honourable chairman **SRI KALLAM MOHAN REDDY, Chairman**, KHIT for his precious support in the college.

I sincerely express my deepest gratitude to dynamic director of our institute **Dr. M. UMA SHANKARA REDDY M.Sc., Ph.D., Director**, KHIT for his valuable guidance.

I would like to thank **Dr. B. S. B. REDDY M.Tech, Ph.D., Principal**, KHIT for providing a great support and for giving us the opportunity of doing the Internship.

I want to thank **Dr. G. J. SUNNY DEOL M.Tech, Ph.D.**, Head of the Department, CSE-(ARTIFICIAL INTELLIGENCE & MACHINE LEARNING),KHIT for inspiring us all the way and for arranging all the facilities and resources needed for our internship.

I would like to express our gratitude to our internship coordinator **M.CHENNAKESAVARAO, M.E,(PhD)** who has guided us a lot and encouraged us in every step of the internship work, his valuable moral support and guidance throughout the Internship helped us to a greater extent.

I would also like to thank the Directors of SmartInternz and Smart Bridge for giving me the opportunity to do an internship. I would like to thank our internship mentor **Mr. Gadhiraju,Phani Varma, Salesforce consultant** and our mentors who has guided us a lot and encouraged us in every step of the intern project work.

Finally, I would like to thank our parents and friends for being supportive all the time, and we are very much obliged to them.

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# **CHAPTER 1**

## **EXECUTIVE SUMMARY**

### **Learning Objectives:**

1. Understand the Salesforce Platform Architecture.
2. Develop Salesforce Objects and Fields Using Apex Code.
3. Design and Implement Visualforce Pages for Custom User Interfaces.
4. Integrate Salesforce Applications with External Systems.
5. Deploy and Secure Salesforce Applications.

### **Learning Outcomes:**

1. Understand the key components of the Salesforce platform.
2. Write Apex code to create and manage Salesforce objects.
3. Build custom user interfaces using Visualforce.
4. Consume external data using the Salesforce APIs.
5. Deploy Salesforce applications to Heroku.
6. Implement Salesforce security best practices.
7. Develop a functional Salesforce application.

This report is about my 8 weeks virtual internship program with SmartInternz. In this comprehensive report, I have discussed about every major aspect of the company which I observed and perceived during my virtual internship program.

During my virtual internship program, I have learned and mainly worked on Apex Specialist, Process Automation Specialist and Developer Superset. All the details have been discussed in detail. All the policies and procedures of the company have been discussed in detail.

Salesforce developers play a critical role in driving innovation and improving business operations through Salesforce applications. With the growing demand for Salesforce expertise, aspiring developers can embark on a rewarding career path that offers ample opportunities for growth and advancement. By acquiring the necessary skills and knowledge, Salesforce developers can contribute significantly to the success of organizations across diverse industries.

# **CHAPTER 2**

## **OVERVIEW OF THE ORGANIZATION**

### **A. Introduction of the Organization**

#### **What Is Salesforce?**

Salesforce is your customer success platform, designed to help you sell, service, market, analyses, and connect with your customers.

Salesforce has everything you need to run your business from anywhere. Using standard products and features, you can manage relationships with prospects and customers, collaborate and engage with employees and partners, and store your data securely in the cloud.

Salesforce is the world 's #1 CRM (Customer Relationship Management) where it unites Marketing, Sales, Commerce, IT etc. teams to their customers to deliver a better service. We are determined to teach this emerging Technology in a very realistic and fun way. We have organized the challenges in such a way that the learner will be able to learn salesforce in a very enthusiastic and fun way with a limited time participation. This program consists of live sessions, Hands-on practical activities, mentoring support and working on superbadges on Trailhead platform. In order to help all beginners understand the salesforce ecosystem and its products, we have curated a few best modules on the trailhead platform that will help you to get ready for the Bootcamp.

### **B. Vision, Mission and Values of the Organization**

#### **Vision:**

To provide the world's most innovative and trusted customer relationship management (CRM) platform that enables companies to connect with their customers in a whole new way.

#### **Mission:**

Salesforce's mission is to help companies of every size and industry connect with their customers in new ways using cloud, mobile, social, and artificial intelligence technologies. Salesforce aims to make technology more accessible, user-friendly, and affordable for businesses, non-profits, and governments worldwide.

## Values:

Salesforce is driven by its core values that are deeply ingrained in its culture and guide its decisions, actions, and interactions with customers, partners, employees, and communities. These values include:

- i. **Trust:** Salesforce strives to earn and maintain the trust of its customers, partners, and employees by being transparent, ethical, and accountable in everything it does.
- ii. **Customer Success:** Salesforce puts its customers first and is dedicated to their success by delivering innovative products and solutions that meet their needs, and providing excellent customer service and support.
- iii. **Innovation:** Salesforce is committed to continuous innovation, leveraging the latest technologies and best practices to deliver cutting-edge solutions that help its customers stay ahead of the curve.
- iv. **Equality:** Salesforce believes in equality for all, and is committed to creating a diverse and inclusive workplace where everyone is respected and valued for their unique contributions.
- v. **Giving Back:** Salesforce is dedicated to making a positive impact in the communities where it operates, through philanthropy, volunteerism, and sustainable business practices.

## C. Policy of the Organization, in relation with the intern role

Salesforce, as a global technology company, has a strong commitment to fostering a diverse and inclusive workplace. Their policy in relation to intern roles is to provide an environment where interns can develop their skills and gain valuable experience while contributing to the company's mission.

Salesforce believes that interns should be treated with respect, provided with equal opportunities and fair compensation, and given access to resources and tools that will enable them to succeed in their roles. They also encourage interns to be proactive and take ownership of their work, and provide opportunities for mentorship and professional development.

In terms of specific policies related to internships, Salesforce has a code of conduct that all employees, including interns, are expected to follow. This code includes guidelines for ethical behavior, professionalism, and respect for others.

Salesforce also has a policy of non-discrimination, and interns are expected to adhere to this policy as well. This means that interns will not be discriminated against based on factors such as race, ethnicity, gender, sexual orientation, religion, or age.

Overall, Salesforce's policy regarding intern roles is centered around providing a supportive and inclusive environment where interns can learn and grow, while also contributing to the company's success.

## D. Organizational Structure

Salesforce is a large organization with a complex organizational structure. At the top of the hierarchy is the Chief Executive Officer (CEO), who is responsible for setting the overall strategy and direction of the company. Under the CEO are several executive vice presidents who are responsible for different business units, such as Sales, Marketing, and Operations.

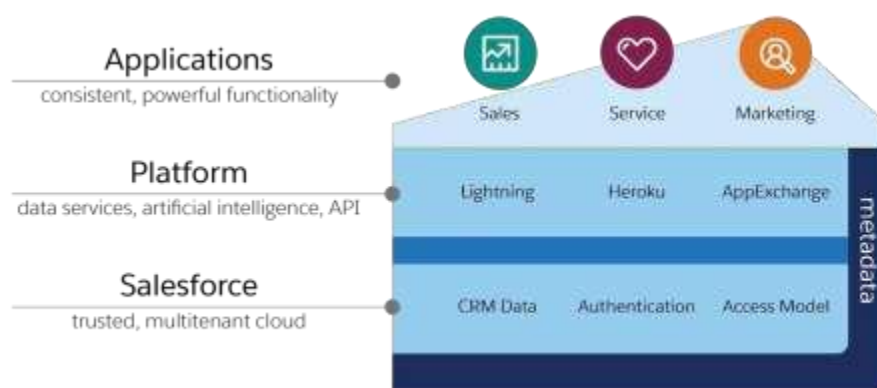
Salesforce's organizational structure is divided into three main groups: Customer Success, Technology, and Products.

**Customer Success:** This group is responsible for ensuring that customers are successful in their use of Salesforce products. It includes teams focused on customer service, customer success management, and training.

**Technology:** This group is responsible for the development and maintenance of the Salesforce platform, as well as the infrastructure and systems that support it. It includes teams focused on engineering, data science, and security.

**Products:** This group is responsible for the development and delivery of Salesforce's product offerings. It includes teams focused on product management, product marketing, and product development.

In addition to these three main groups, Salesforce has a number of other teams and functions, including finance, legal, and human resources. The company also has a strong culture of philanthropy and has a separate Salesforce Foundation that is dedicated to supporting non-profit organizations and social enterprises.



**Fig 1. Objectives of Salesforce**

## **E. Roles and responsibilities of the employees in which the intern is placed**

Salesforce has a variety of roles and responsibilities for its employees, depending on their position and level within the organization. The roles and responsibilities of the employees in which the intern is placed can vary widely, but here are some examples of typical roles within the company:

- i. **Sales Representative:** Responsible for selling Salesforce products and services to customers, often by phone or email.
- ii. **Account Executive:** Responsible for managing a portfolio of customer accounts, developing relationships with key decision-makers, and upselling or renewing existing contracts.
- iii. **Technical Support Specialist:** Responsible for providing technical support to customers, troubleshooting issues, and resolving technical problems.
- iv. **Software Engineer:** Responsible for developing and maintaining Salesforce software products and services.
- v. **Project Manager:** Responsible for managing projects related to Salesforce implementations or other business initiatives.
- vi. **Marketing Manager:** Responsible for developing and executing marketing strategies to promote Salesforce products and services.
- vii. **Data Analyst:** Responsible for analyzing and interpreting data related to Salesforce products and services, and making recommendations based on their findings.

## **F. Performance of the Organization in terms of turnover, profits, market reach and market value:**

Salesforce has been performing well financially. In fiscal year 2021, Salesforce reported a total revenue of \$21.25 billion, an increase of 24% compared to the previous year. The company has also been consistently profitable, reporting a net income of \$4.61 billion in fiscal year 2021.

In terms of market reach, Salesforce is a global leader in customer relationship management (CRM) software and cloud computing services. The company serves customers across a wide range of industries and geographies, including Fortune 500 companies, small and medium-sized enterprises, and government organizations. Salesforce has also expanded its product offerings through acquisitions, such as its acquisition of Slack Technologies in 2020.

As of 2021, Salesforce had a market capitalization of over \$200 billion, making it one of the most valuable software companies in the world. Its stock price has also shown strong growth over the years, with a

5-year return of over 200%. Overall, Salesforce has been a highly successful organization in terms of financial performance, market reach, and market value.

## **G. Future Plans of the Organization**

Salesforce is a rapidly growing company that is constantly expanding its product offerings and acquiring new companies to enhance its capabilities. Some of the future plans of the organization include:

- i. Expanding its product portfolio:** Salesforce plans to continue to innovate and expand its product portfolio to meet the evolving needs of its customers. This includes developing new products and services, as well as integrating with other companies to provide a seamless experience for customers.
- ii. Enhancing customer experience:** Salesforce recognizes the importance of providing an exceptional customer experience and plans to invest in technologies that will improve customer engagement and satisfaction.
- iii. Expanding into new markets:** Salesforce has a strong presence in the United States, but the company is also looking to expand into new markets around the world. This includes developing partnerships with local companies and investing in marketing and sales efforts to reach new customers.
- iv. Investing in research and development:** Salesforce has always been committed to investing in research and development to stay ahead of the competition. The company plans to continue to investing this area to drive innovation and bring new products and services to market.

## CHAPTER 3

### INTERNSHIP PART

The Intern Salesforce Developer Trailmix will work under the supervision of a senior Salesforce Developer and will be involved in various tasks related to Salesforce Development. The working conditions will be professional and structured, with an emphasis on maintaining a positive and productive work environment.

The weekly work schedule will be defined based on the intern's availability and the project's requirements. The intern will be expected to attend regular team meetings and work on assigned tasks. The equipment used will include a computer or laptop with the required software and tools, such as the Salesforce platform, Visual Studio Code, and Git.

The tasks performed by the intern may include, but are not limited to, creating custom objects, developing custom Apex triggers, writing test classes, creating Visualforce pages, and integrating third-party applications. The intern will also be expected to document their work and provide regular updates to their supervisor.

#### **Superbadges:**

Superbadges are skill-based, domain-level credentials that ask you to show your Salesforce expertise by solving complex, real-world-inspired challenges that businesses face every day. To earn a superbadge, you must first unlock it by completing prerequisite Trailhead badges on core concepts.

#### **Apex Specialist:**

Apex is a programming language that uses Java-like syntax and acts like database stored procedures. Apex enables developers to add business logic to system events, such as button clicks, updates of related records, and Visualforce pages. As a language, like other object-oriented programming languages, these are some of the language constructs that Apex supports:

- Classes, interfaces, properties, and collections (including arrays). Object and array notation.
- Expressions, variables, and constants.
- Conditional statements (if-then-else) and control flow statements (for loops and while loops).

#### **Flow Elements and Resources Specialist:**

The “Flow Elements and Resources Specialist Superbadge” is a valuable credential for anyone who wants to learn how to use Flow to automate business processes. This Superbadge will assess your ability to identify

and use Flow elements and resources to build effective flows.

Flow is a powerful tool that can be used to automate a wide variety of business processes. By completing this Superbadge, you will gain the skills and knowledge you need to use Flow to automate your own business processes.

### **Screen Flow Specialist:**

The “Screen Flow Specialist Superbadge” is a valuable credential for anyone who wants to learn how to use Screen Flows to create user interfaces for Salesforce applications. This Superbadge will assess your ability to design, build, and deploy Screen Flows.

Screen Flows are a powerful tool that can be used to create user interfaces that are both user-friendly and efficient. By completing this Superbadge, you will gain the skills and knowledge you need to create Screen Flows that meet the needs of your business.

### **Process Automation Specialist:**

The “Process Automation Specialist Superbadge” is a valuable credential for anyone who wants to learn how to automate business processes using Flow, Screen Flows, and Approval Processes. This Superbadge will assess your ability to identify automation opportunities, design and implement automated processes, and troubleshoot automation issues.

Process automation is a critical tool for businesses of all sizes. By automating your business processes, you can reduce costs, improve efficiency, and free up your employees to focus on more strategic tasks. By completing this Superbadge, you will gain the skills and knowledge you need to automate your business processes using Salesforce

### **Developer Super Set:**

The “Developer Super Set” is a valuable credential for anyone who wants to learn how to develop Salesforce applications using Apex, Visualforce, and other Salesforce technologies. This Super Set includes the following Superbadges:

- Apex Developer Superbadge
- Visualforce Developer Superbadge
- Marketing Cloud Developer Superbadge
- Experience Cloud Developer Superbadge



- Einstein Analytics Developer Superbadge

By completing this Super Set, you will demonstrate your expertise in developing Salesforce applications. This will make you a valuable asset to any company that uses Salesforce.

Here is a brief explanation of each Superbadge in the Developer Super Set:

- **Apex Developer Superbadge:** This Superbadge assesses your ability to develop and maintain Apex code. Apex is a programming language that can be used to extend the functionality of Salesforce applications.
- **Visualforce Developer Superbadge:** This Superbadge assesses your ability to develop and maintain Visualforce pages. Visualforce is a declarative language that can be used to create user interfaces for Salesforce applications.



Fig 17. Apex specialist



Fig 18. Flow Elements and Resources Specialist



Fig 19. ScreenFlow Specialist



Fig 20. Process Automation Specialist



Fig 21. Developer Super Set

## CHAPTER-4: ACTIVITY LOG AND REPORT

### ACTIVITY LOG FOR THE FIRST WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b>  <b>Wednesday</b> <b>(01/11/23)</b>	<b>Module:</b> Salesforce Values: Quick Look	Understand Salesforce's core values and how they impact your organization.	
<b>Day – 2</b>  <b>Thursday</b> <b>(02/11/23)</b>	<b>Module:</b> Trailblazer Community: Quick Look	Discover the Trailblazer Community and learn how to connect with other Salesforce professionals.	
<b>Day – 3</b>  <b>Friday</b> <b>(03/11/23)</b>	<b>Module:</b> Your Guide to Trailhead	Get familiar with the Trailhead learning platform and how to navigate it effectively.	
<b>Day – 3</b>  <b>Friday</b> <b>(03/11/23)</b>	<b>Module:</b> Trailhead Playground Management	Learn how to create and manage Trailhead playgrounds to practice your Salesforce skills.	
<b>Day – 4</b>  <b>Saturday</b> <b>(04/11/23)</b>	<b>Module:</b> Salesforce Credentials: Quick Look	Explore the various Salesforce credentials available and how to earn them.	
<b>Day – 4</b>  <b>Saturday</b> <b>(04/11/23)</b>	<b>Module:</b> Salesforce Credentials: Quick Look	Explore the various Salesforce credentials available and how to earn them.	

## ACTIVITY LOG FOR THE SECOND WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b>  <b>Monday</b> <b>(06/11/23)</b>	<b>Module:</b>  Setup: Quick Look	Learn how to navigate Setup and use the Object Manager to create and edit objects.	
<b>Day - 2</b>  <b>Tuesday</b> <b>(07/11/23)</b>	<b>Module:</b>  2Salesforce Platform Basics	Gain an introduction to the Salesforce platform, its key components, and how to use it to build solutions.	
<b>Day – 3</b>  <b>Wednesday</b> <b>(08/11/23)</b>	<b>Project:</b>  Quick Start: Build a Salesforce App	Create a simple Salesforce app to track visits to your local park.	
<b>Day – 4</b>  <b>Thursday</b> <b>(09/11/23)</b>	<b>Project:</b>  Quick Start: Build a Salesforce App	Create a simple Salesforce app to track visits to your local park.	
<b>Day – 5</b>  <b>Friday</b> <b>(10/11/23)</b>	<b>Project:</b>  Quick Start: Lightning App Builder	Build an app for sales reps in the field without writing any code.	
<b>Day – 6</b>  <b>Saturday</b> <b>(11/11/23)</b>	<b>Project:</b>  Customize a Salesforce Object	Use picklists, filters, formulas, and other tools to customize an object in your Salesforce org.	

## ACTIVITY LOG FOR THE THIRD WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUT COME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b>  <b>Monday</b> <b>(13/11/23)</b>	<b>Module:</b> Data Modelling	Understand how to model data in Salesforce using objects, fields, and relationships.	
<b>Day - 2</b>  <b>Tuesday</b> <b>(14/11/23)</b>	<b>Module:</b> Data Management	Learn how to import, export, and manage data in Salesforce.	
<b>Day – 3</b>  <b>Wednesday</b> <b>(15/11/23)</b>	<b>Module:</b> Duplicate Management	Discover strategies for identifying, resolving, and preventing duplicate records in Salesforce.	
<b>Day – 3</b>  <b>Wednesday</b> <b>(15/11/23)</b>	<b>Module:</b> Picklist Administration	Understand how to choose the right picklist field for the job, manage picklists, and share picklist values.	
<b>Day – 4</b>  <b>Thursday</b> <b>(16/11/23)</b>	<b>Module:</b> Formulas and Validations	Learn how to use point-and-click logic to tailor your Salesforce apps without writing code.	
<b>Day – 5</b>  <b>Friday</b> <b>(17/11/23)</b>	<b>Module:</b> Lightning App Builder	Build custom pages for Lightning Experience quickly with point- and-click tools	

## ACTIVITY LOG FOR THE FOURTH WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b>  <b>Monday</b> <b>(18/11/23)</b>	<b>Module:</b> Event Monitoring	Gain insights into your Salesforce org by using Event Monitoring to track user activity and changes to data.	
<b>Day - 2</b>  <b>Tuesday</b> <b>(19/11/23)</b>	<b>Module:</b> Shield Platform Encryption	Learn how to encrypt your data at-rest in the cloud and manage the life cycle of your encryption keys.	
<b>Day – 3</b>  <b>Wednesday</b> <b>(20/11/23)</b>	<b>Module:</b> Approve Records with Approval Processes	Understand how to create and manage approval processes to ensure t h a t critical records are reviewed by the right people at the right time.	
<b>Day – 4</b>  <b>Thursday</b> <b>(21/11/23)</b>	<b>Project:</b> Build a Discount Approval Process	Create an approval process that allows sales reps to get approval for discount offers.	
<b>Day – 5</b>  <b>Friday</b> <b>(22/11/23)</b>	<b>Project:</b> Build a Discount Approval Process	Create an approval process that allows sales reps to get approval for discount offers.	
<b>Day – 6</b>  <b>Saturday</b> <b>(23/11/23)</b>	<b>Project:</b> Build a Discount Approval Process	Create an approval process that allows sales reps to get approval for discount offers.	

## ACTIVITY LOG FOR THE FIFTH WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUT COME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1 Tuesday (24/11/23)</b>	<b>Module:</b> Leads and Opportunities	Manage leads and opportunities throughout the sales process	
<b>Day - 2 Wednesday (25/11/23)</b>	<b>Module:</b> API Basics	Understand what APIs are and how they work	
<b>Day – 3 Thursday (26/11/23)</b>	<b>Module:</b> Developer Console Basics	Get familiar with the Salesforce Developer Console.	
<b>Day – 4 Friday (27/11/23)</b>	<b>Module:</b> Apex Basics & Database	Use Apex to interact with the Salesforce database.	
<b>Day – 5 Saturday (28/11/23)</b>	<b>Module:</b> Apex Triggers	Understand what Apex triggers are and how they work	
<b>Day – 5 Saturday (28/11/23)</b>	<b>Module:</b> Apex Testing	Use Salesforce's testing framework to test the code.	

## ACTIVITY LOG FOR THE SIXTH WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b>  <b>Monday</b> <b>(29/11/23)</b>	<b>Module:</b>  Asynchronous Apex	Understand what asynchronous Apex is and how it works	
<b>Day – 2</b>  <b>Tuesday</b> <b>(30/11/23)</b>	<b>Module:</b>  Apex Integration Services	Integrate with external applications using Apex REST and SOAP services	
<b>Day – 3</b>  <b>Wednesday</b> <b>(01/12/23)</b>	<b>Module:</b>  Visualforce Basics	Use Visualforce to create custom user interfaces for Salesforce apps	
<b>Day – 4</b>  <b>Thursday</b> <b>(02/12/23)</b>	<b>Project:</b>  Quick Start: Lightning Web Components	Set up your developer environment for Lightning Web Components	
<b>Day – 4</b>  <b>Thursday</b> <b>(02/12/23)</b>	<b>Module:</b>  Lightning Web Components Basics	Build reusable, performant Lightning Web Components that follow modern web standards	
<b>Day – 5</b>  <b>Friday</b> <b>(03/12/23)</b>	<b>Module:</b>  Lightning Web Components Basics	Use the Lightning Element framework to develop enterprise-grade components.	

## ACTIVITY LOG FOR THE SEVENTH WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1 Tuesday (04/12/23)</b>	<b>Superbadge:</b> Apex Specialist	Master Apex coding skills to add business logic and manipulate data in Salesforce	
<b>Day - 2 Wednesday (05/12/23)</b>	<b>Superbadge:</b> Apex Specialist	Develop complex Apex applications	
<b>Day – 2 Wednesday (05/12/23)/</b>	<b>Superbadge:</b> Apex Specialist	Optimize Apex code for performance and security	
<b>Day – 3 Thursday (06/12/23)</b>	<b>Superbadge:</b> Apex Specialist	Debug and troubleshoot Apex code	
<b>Day – 4 Friday (08/12/23)</b>	<b>Superbadge:</b> Approval Process Specialist	Design and implement approval processes for Salesforce records.	
<b>Day – 5 Saturday (09/11/23)</b>	<b>Superbadge:</b> Approval Process Specialist	Use advanced approval process features, such as parallel approvals and conditional routing	



## ACTIVITY LOG FOR THE EIGHTH WEEK

<b>DAY &amp; DATE</b>	<b>BRIEF DESCRIPTION OF THE DAILY ACTIVITY</b>	<b>LEARNING OUTCOME</b>	<b>SIGNATURE OF THE STUDENT</b>
<b>Day – 1</b> <b>Monday</b> <b>(11/12/23)</b>	<b>Superbadge:</b>  Flow Elements and Resources Specialist	Master the use of Flow elements and resources to build effective flows in Salesforce	
<b>Day - 2</b> <b>Tuesday</b> <b>(12/12/23)</b>	<b>Superbadge:</b>  Flow Elements and Resources Specialist	Integrate flows with other Salesforce features, such as Apex and Visualforce	
<b>Day – 3</b> <b>Wednesday</b> <b>(13/12/23)</b>	<b>Superbadge:</b>  Screen Flow Specialist	Design, build, and deploy Screen Flows to create user interfaces for Salesforce applications	
<b>Day – 4</b> <b>Thursday</b> <b>(14/12/23)</b>	<b>Superbadge:</b>  Screen Flow Specialist	Use Screen Flow components and attributes to create rich and interactive user interfaces	
<b>Day – 5</b> <b>Friday</b> <b>(15/12/23)</b>	<b>Superbadge:</b>  Process Automation Specialist	Automate business processes using Flow, Screen Flows, and Approval Processes	
<b>Day – 6</b> <b>Saturday</b> <b>(16/12/23)</b>	<b>Superbadge:</b>  Developer Superset	Develop expertise in Apex, Visualforce, and other Salesforce technologies.	

## WEEKLY REPORT

### WEEK – 1 (From 01-11-2023 to Dt 04-11-2023)

**Objective of the Activity Done:** Understanding Salesforce's core values, community, learning platform, and credentials.

#### Detailed Report:

- Understand Salesforce's core values and how they impact your organization.
- Discover the Trailblazer Community and learn how to connect with other Salesforce professionals.
- Get familiar with the Trailhead learning platform and how to navigate it effectively.
- Learn how to create and manage Trailhead playgrounds to practice your Salesforce skills.
- Explore the various Salesforce credentials available and how to earn them.
- Explore the various Salesforce credentials available and how to earn them.

## WEEKLY REPORT

### WEEK – 2 (From Dt 06-11-2023 to Dt 11-11-2023)

**Objective of the Activity Done:** Learning the Salesforce platform, Object Manager, and how to build solutions.

#### Detailed Report:

- Learn how to navigate Setup and use the Object Manager to create and edit objects.
- Gain an introduction to the Salesforce platform, its key components, and how to use it to build solutions.
- Create a simple Salesforce app to track visits to your local park.
- Create a simple Salesforce app to track visits to your local park.
- Build an app for sales reps in the field without writing any code.
- Use picklists, filters, formulas, and other tools to customize an object in your Salesforce org.

## WEEKLY REPORT

### WEEK – 3 (From Dt 13-11-2023 to Dt 17-11-2023)

**Objective of the Activity Done:** Learn data modeling and management in Salesforce and building custom apps and pages with point-and-click tools.

#### Detailed Report:

- Understand how to model data in Salesforce using objects, fields, and relationships.
- Learn how to import, export, and manage data in Salesforce.
- Discover strategies for identifying, resolving, and preventing duplicate records in Salesforce.
- Understand how to choose the right picklist field for the job, manage picklists, and share picklist values.
- Learn how to use point-and-click logic to tailor your Salesforce apps without writing code.
- Build custom pages for Lightning Experience quickly with point-and-click tools.

## WEEKLY REPORT

### WEEK – 4 (From Dt 18-11-2023 to Dt 23-11-2023)

**Objective of the Activity Done:** Use Salesforce Event Monitoring and encryption to protect data and ensure compliance.

#### Detailed Report:

- Gain insights into your Salesforce org by using Event Monitoring to track user activity and changes to data.
- Learn how to encrypt your data at-rest in the cloud and manage the life cycle of your encryption keys.
- Understand how to create and manage approval processes to ensure that critical records are reviewed by the right people at the right time.
- Create an approval process that allows sales reps to get approval for discount offers.
- Make it easy for your sales reps to get the approvals they need for discount offers.
- Build an app for sales reps in the field.

## WEEKLY REPORT

**WEEK – 5 (From Dt 24-11-2023 to Dt 29-11-2023)**

**Objective of the Activity Done:** Use Salesforce APIs and the Developer Console to customize and extend the platform.

### **Detailed Report:**

- Manage leads and opportunities throughout the sales process.
- Understand what APIs are and how they work
- Get familiar with the Salesforce Developer Console.
- Use Apex to interact with the Salesforce database.
- Understand what Apex triggers are and how they work
- Use Salesforce's testing framework to test the code.

## WEEKLY REPORT

**WEEK – 6 (From Dt 29-11-2023 to Dt 03-12-2023)**

**Objective of the Activity Done:** Learn how to develop and deploy complex Salesforce solutions using asynchronous Apex, external integrations, Visualforce, and Lightning Web Components.

### **Detailed Report:**

- Understand what asynchronous Apex is and how it works.
- Integrate with external applications using Apex REST and SOAP services.
- Use Visualforce to create custom user interfaces for Salesforce apps.
- Set up your developer environment for Lightning Web Components.
- Build reusable, performant Lightning Web Components that follow modern web standards.

## WEEKLY REPORT

**WEEK – 7 (From Dt 04-12-2023 to Dt 09-12-2023)**

**Objective of the Activity Done:** Develop and deploy complex Salesforce solutions using advanced Apex coding and approval process features.

### Detailed Report:

- | Master Apex coding skills to add business logic and manipulate data in Salesforce.
- | Develop complex Apex applications.
- | Optimize Apex code for performance and security.
- | Debug and troubleshoot Apex code.
- | Integrate with external apps using Apex REST and SOAP services.
- | Use advanced approval process features, such as parallel approvals and conditional routing.

## WEEKLY REPORT

**WEEK – 8 (From Dt 11-12-2023 to Dt 16-12-2023)**

**Objective of the Activity Done:** Master Salesforce Flow to build effective flows and user interfaces

### Detailed Report:

- ❑ Master the use of Flow elements and resources to build effective flows in Salesforce.
- ❑ Integrate flows with other Salesforce features, such as Apex and Visualforce.
- ❑ Design, build, and deploy Screen Flows to create user interfaces for Salesforce applications.
- ❑ Use Screen Flow components and attributes to create rich and interactive user interfaces.
- ❑ Develop expertise in Apex, Visualforce, and other Salesforce technologies.

## **CHAPTER 5**

### **OUTCOMES DESCRIPTION**

#### **Technical Skills:**

- Gain hands-on experience with developing Salesforce applications using Apex, Visualforce, and other Salesforce technologies.
- Learn how to create custom objects, fields, and relationships in Salesforce.
- Become proficient in using the Salesforce Developer Console for editing and debugging code.
- Develop skills in building user interfaces using Visualforce and Lightning Web Components.
- Learn how to integrate external data sources with Salesforce.
- Gain experience with deploying Salesforce applications to production.

#### **Business Skills:**

- Develop a deeper understanding of the Salesforce platform and how it can be used to solve business problems.
- Learn how to translate business requirements into technical solutions.
- Become proficient in communicating technical concepts to non-technical stakeholders.
- Develop problem-solving and debugging skills.
- Gain experience in working as part of a team to develop and deliver Salesforce applications.

#### **Career Advancement:**

- Prepare for Salesforce certification exams, such as the Salesforce Developer certification.
- Enhance your resume and make yourself more marketable to potential employers.
- Gain the skills and experience necessary to advance your career in Salesforce development.
- Build a portfolio of Salesforce applications to showcase your skills and experience.
- Become a valuable asset to your organization by contributing to the development of Salesforce solutions.

In addition to these outcomes, completing the Salesforce Developer project can also help us to:

- Increase your knowledge of Salesforce products and features.

## **CHAPTER 6**

### **CONCLUSION**

I am grateful for the opportunity to have participated in the Salesforce Developer Trailmix Virtual Internship. I have learned a great deal about Salesforce development and I am now confident that I have the skills necessary to start a career as a Salesforce developer.

I would recommend the Salesforce Developer Trailmix Virtual Internship to anyone who is interested in becoming a Salesforce developer. It is a great way to learn the skills you need to be successful in this field.

Thank you to Salesforce for offering this internship and to Trailhead for providing such a comprehensive learning experience.

## Student Self-Evaluation for the Short-Term Internship

Student Name: A. Madhu Kiran Reddy

Registration No:228X1A4248

Term of Internship: 8 Weeks From: August 2023 to October 2023

Date of Evaluation :

Organization Name & Address : Salesforce

Name and Address of the Supervisor : M. Chennakesavarao

**Please rate your performance in the following areas:**

Rating Scale: 1 is lowest and 5 is highest rank

1) Oral communication	1	2	3	4	5
2) Written communication	1	2	3	4	5
3) Proactiveness	1	2	3	4	5
4) Interaction ability with community	1	2	3	4	5
5) Positive Attitude	1	2	3	4	5
6) Self-confidence	1	2	3	4	5
7) Ability to learn	1	2	3	4	5
8) Work Plan and organization	1	2	3	4	5
9) Professionalism	1	2	3	4	5
10) Creativity	1	2	3	4	5
11) Quality of work done	1	2	3	4	5
12) Time Management	1	2	3	4	5
13) Understanding the Community	1	2	3	4	5
14) Achievement of Desired Outcomes	1	2	3	4	5
15) OVERALL PERFORMANCE	1	2	3	4	5

Date:

Signature of the Student



## OUTPUT SCREENS

The screenshot shows a Trailhead profile for 'madhu kiran reddy ambati'. The profile includes a GitHub-style avatar, the name 'madhu kiran reddy ambati', and the text 'Student at KHIT, Andhra Pradesh, India'. Below this is a link to 'salesforce.com/trailblazer/ambatimadhukiranreddy' and a 'Career Mode' toggle set to 'OFF'. To the right, the 'Trailhead' section displays a 'MOUNTAINEER' badge icon, '34 Badges', '56,150 Points', and '3 Trails'. A link to 'Earn 16 more badges to reach [Trailblazer](#)' is also visible.

34 Badges

Filter by All Badges



Quick Start: Build a  
Salesforce App



Salesforce Platform  
Basics



Setup: Quick Look



Salesforce  
Credentials: Quick  
Look



Trailhead Playground  
Management




Trailhead Basics




Trailblazer  
Community: Quick  
Look



Salesforce Values:  
Quick Look



Nice to see you,  
madhu kiran reddy.




You have 56,150 points  
Earn 16 more badges to reach **Expeditioner** rank.

[Go to My Profile](#)

In Progress

Jump Back In [View In Progress Trails](#)

Trail  
**Learn Admin Essentials in Lightning Experience**  
Master the fundamentals of administering a Salesforce org.


+5,200 Points 6%  [Continue](#)

Your Personalized Recommendations [Set up Preferences](#)

Trail  
**Admin Beginner** ★ ▼


Start your #AwesomeAdmin journey by learning the basics of customizing Salesforce.

+900 Points Earned [Continue](#)




Trailhead

Today Learn Community Career Growth Credentials Help




Trailmix by S.B  
**Developer Trailmix**  
This Trailmix is setup as part of Salesforce Supported Virtual Internship Program by SmartBridge.

+44,600 Points 15 hrs 17 mins left • 63% 

Module +180 POINTS

**Salesforce Values: Quick Look**

Learn how Salesforce helps your business build stronger relationships with your customers.

★ + 

Completed 10/26/23