

Sales Force Development



global strategic
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Course Objectives

Course Goals

- Understand Application development using Force.com
- Understand Data Model, Business Process and User Interface
- Develop Visual force pages



Course Non Goals

- Administration will not be covered in this course
- Integration is not covered in this course



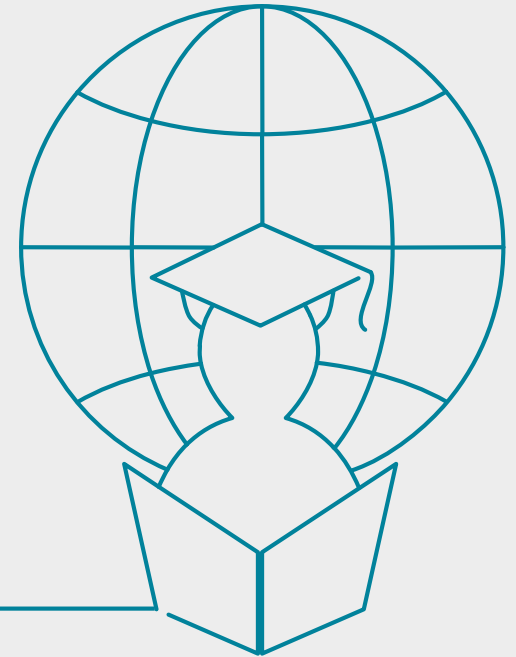
Intended Audience

Developers.



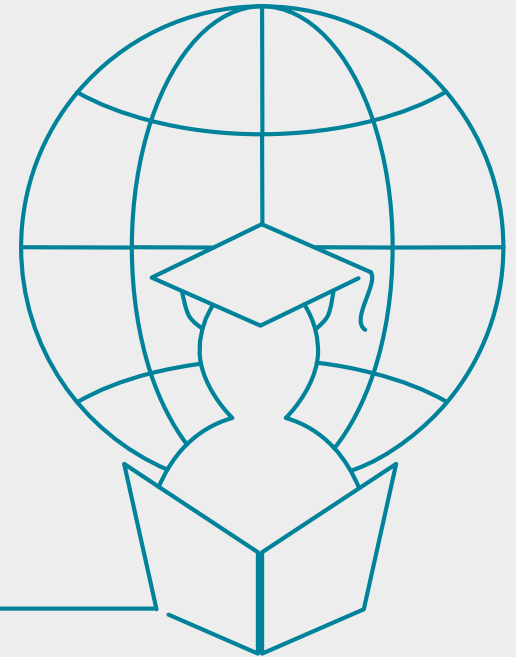
Day 1

- Welcome & Warm up exercise
- Lesson 1: Introduction to CRM
- Lesson 2: Introduction to Force.com
- Lesson 3: Building Applications using Force.com
- Lesson 4: Design Applications on Force.com
- Lesson 5: Building Data Model
- Lesson 6: Building User Interface
- Q&A
- End of day check



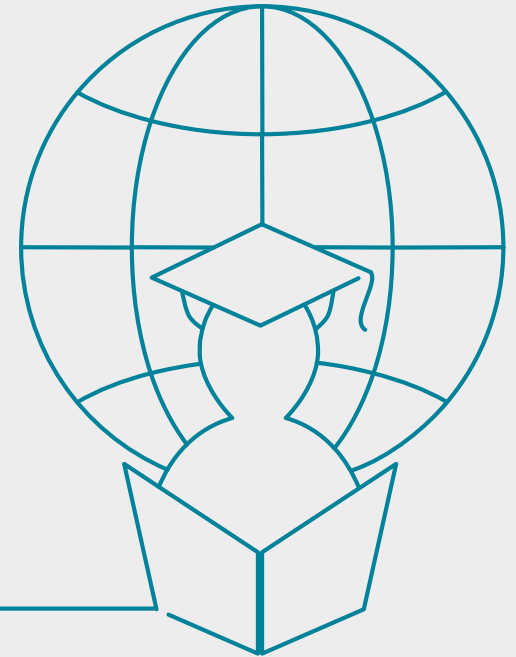
Day 2

- Warm up exercise
- Lesson 7: Introduction to Business Logic
- Lesson 8: Migrating Configuration changes
- Lesson 9: Design Considerations: Multiple Users
- Lesson 10: Managing Your Users Experience
- Lesson 11: Controlling Access to Records
- Lesson 12: Building Business Processes
- Q&A
- End of day Check



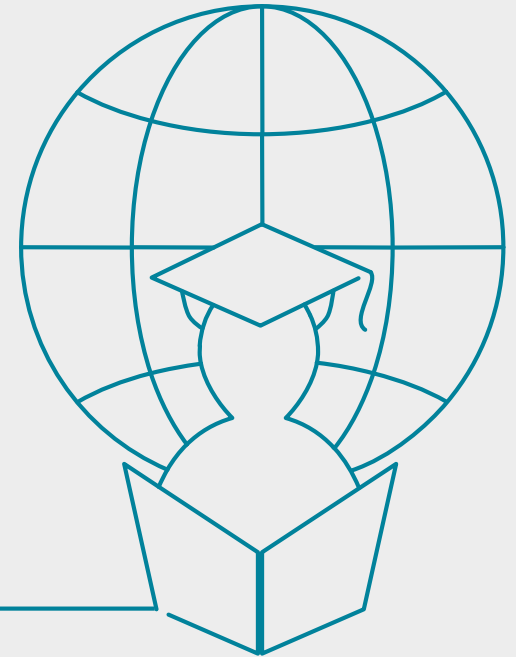
Day 3

- Warm up exercise
- Lesson 13: Preserving Data Quality
- Lesson 14: Automating Business Process with Workflow
- Lesson 15: Automating Business Process with Approval Processes
- Lesson 16: Implementing Business Process
- Lesson 17: Process Builder
- Lesson 18: Auditing Processes
- Q&A
- End of day Check



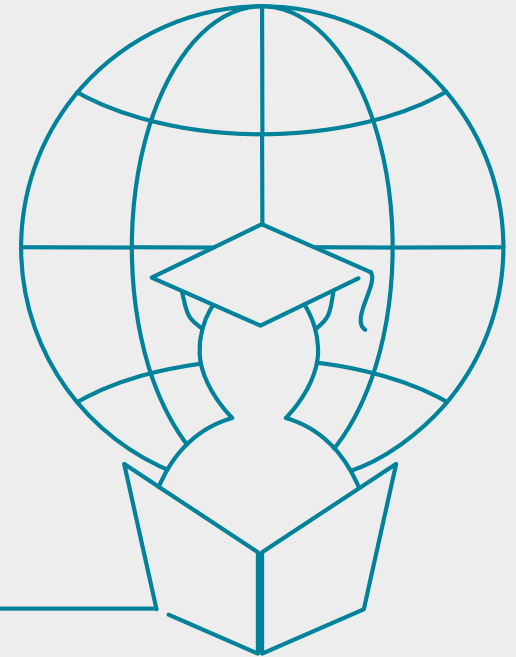
Day 4

- Warm up exercise
- Lesson 19: Data Management Overview
- Lesson 20: Introduction to Upsert
- Lesson 21: Data Management Tools
- Lesson 22: Loading Data
- Lesson 23: Additional Data Management Functions
- Lesson 24: Introduction to Salesforce1



Day 5

- Lesson 25: Salesforce1 Actions
- Lesson 26: Person Account
- Lesson 27: Debug Logs
- Lesson 28: Salesforce AppExchange
- Certification Test Strategy
- University Assessment for App Builder
- Certification Exam
- Wrap Up



References

<http://developer.force.com>
<http://www.salesforce.com>





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