**DAILY ASSESSMENT FORMAT**

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| **Date:** | **28/07/2020** | **Name:** | **Lavanya B** |
| **Course:** | **Basics statistics** | **USN:** | **4al17ec043** |
| **Topic:** | **Week 4** | **Semester & Section:** | **6th A** |
| **Github Repository:** | **Lavanya-B** |  |  |

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| **FORENOON SESSION DETAILS** |
| **Image of session** |
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| **Date:** | **28/07/2020** | **Name:** | **Lavanya B** | |
| **Course:** | **Salesforce** | **USN:** | **4al17ec043** | |
| **Topic:** | **Trialhead** | **Semester & Section:** | **6th A** | |
| **AFTERNOON SESSION DETAILS** | | | |
| **Image of session** | | | |
| **Report**  **Build Sales Cadences**  **Learning Objectives**  **After completing this unit, you’ll be able to:**   * **Build a sales cadence.** * **Add prospects to sales cadences.** * **Identify the ways of viewing a sales cadence.** * **Describe where sales reps see sales cadences.**   **Build Your Playbook**  **Now that Jose has convinced you that sales cadences are the way to go, you definitely want to see how they really work.**  **You build your sales cadences from the High Velocity Sales app in Salesforce. The HVS app appears as a console view, which includes the Work Queue and everything your sales reps need to work on their prospects. The console view also makes it easy to see everything you need to create and manage your sales cadences. Once you build a sales cadence, you can see exactly how the Work Queue gets populated.**  **Building a sales cadence is simple. You just create a sales cadence record and then add your sales outreach steps to it in the Sales Cadence Builder. The only challenging part is deciding what outreach you want your sales reps to do!**  **To add a sales cadence, just choose Sales Cadences from the Navigation menu in the HVS app. Now you’re ready to build a sales cadence that your reps can follow in their Work Queue.** | | | |