**DAILY ASSESSMENT FORMAT**

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| **Date:** | **30/07/2020** | **Name:** | **Lavanya B** |
| **Course:** | **Basics statistics** | **USN:** | **4al17ec043** |
| **Topic:** | **Week 06** | **Semester & Section:** | **6th A** |
| **Github Repository:** | **Lavanya-B** |  |  |

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| **FORENOON SESSION DETAILS** |
| **Image of session** |
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| **Date:** | **30/07/2020** | **Name:** | **Lavanya B** | |
| **Course:** | **Salesforce** | **USN:** | **4al17ec043** | |
| **Topic:** | **Trialhead** | **Semester & Section:** | **6th A** | |
| **AFTERNOON SESSION DETAILS** | | | |
| **Image of session** | | | |
| **Report**  **Grow Your Business with Sales Cloud**  **Learning Objectives**  **After completing this unit, you’ll be able to:**   * **List ways Sales Cloud can help improve your lead management.** * **Describe how Sales Cloud can make your sales team more productive.** * **Explain how the Salesforce mobile app can make your team a mobile powerhouse.** * **Manage Your Leads with All the Right Information** * **Now that you’ve learned the signs that you need a CRM, let’s take a look at how Sales Cloud improves your sales processes.**   **Automatically Prioritize and Route Leads**  **Hot leads don’t stay hot for long. They buy from whoever calls first—you or a competitor. Too often reps start with the largest, nearest companies, instead of with the actual hottest leads. There's a reason Sales Cloud is the world's #1 platform for sales: it corrects this problem with smarter ways to rank leads and route them to the best possible rep for healthier pipeline and bookings.**  **Manage Your Pipeline from Lead to Close**  **If you’re a sales leader, you live and breathe your pipeline. And your reps are (or really should be) accountable for tracking their selling activities. From the time they learn about a lead, until they close the deal, reps can record everything that matters in Sales Cloud. Say, “So long!” to sticky notes and, “Hello!” to a clear view of your deal flow. Sales Cloud makes it easy to track every call, email, and interaction—and task team members to pitch in.**  **Turn Up Team Productivity**  **There are only 24 hours in a day, and that’s not going to change. You want your sales reps to focus on selling, not on the administrative pains that go along with it. Sales Cloud can guide them through the sales cycle and help them prioritize by taking busywork and data entry off their plates.** | | | |