

Week 1

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Module 1



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Welcome to Salesforce Fundamentals! Each module you will be working through a few modules in the Salesforce Fundamentals for Business Administration Trailmix plus a few additional pertinent modules from other trailmixes. The focus of this module is on identifying what Salesforce is and how it functions. There are two versions of Salesforce: Salesforce Classic and Lightning. Identifying the differences is fundamental to the implementation of Salesforce as a business administration specialist.

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Learning Objectives

- Understand the fundamentals of Trailhead playgrounds and management.
- Learn to navigate between the front end and back end of user interface and experience.
- Describe some of the major feature differences between Lightning Experience and Salesforce Classic.
- Evaluate your organization's readiness for Lightning Experience.

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Content & Assessments

✓ **Discussion Prompt:** Welcome to Salesforce! 45 min

✓ **Reading:** Reading & Practice Activities 3h 40m

- ✓ **Video:** Trailhead Basic & Management 5 min
- ✓ **Peer-graded Assignment:** Module Badges 30 min
- ✓ **Review Your Peers:** Module Badges