

Salesforce

Introduction:

Are you new to Salesforce? Not sure exactly what it is, or how to use it? Don't know where you should start on your learning journey? If you've answered yes to any of these questions, then you're in the right place. This module is for you. Welcome to Salesforce! Salesforce is game-changing technology, with a host of productivity-boosting features, that will help you sell smarter and faster. As you work toward your badge for this module, we'll take you through these features and answer the question, "What is Salesforce, anyway?".

What Is Salesforce?

Salesforce is your customer success platform, designed to help you sell, service, market, analyze, 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.

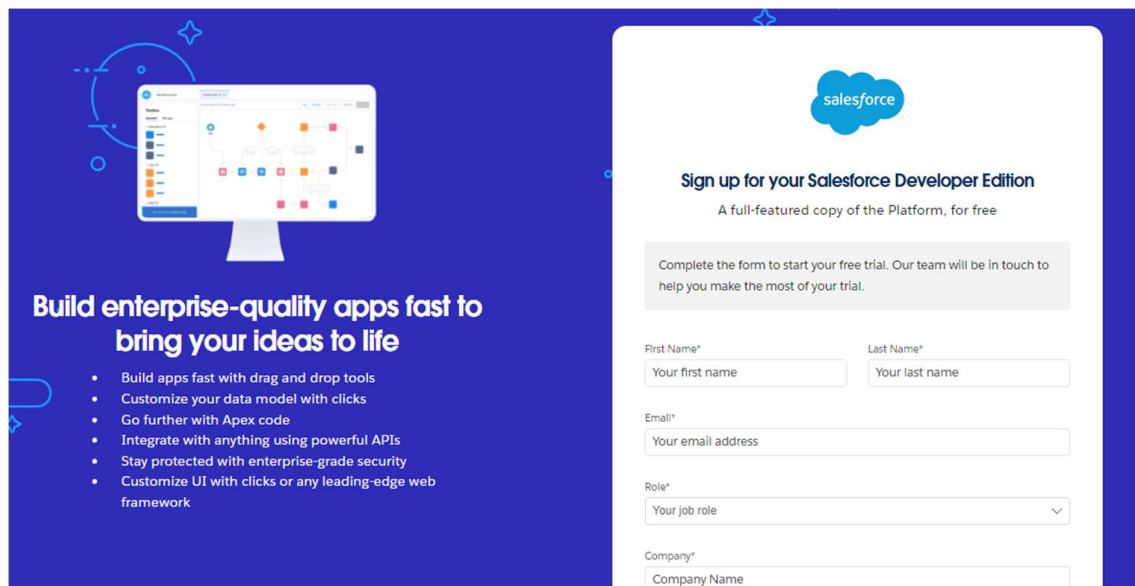
So what does that really mean? Well, before Salesforce, your contacts, emails, follow-up tasks, and prospective deals might have been organized something like this:

<https://youtu.be/r9EX3lGde5k>

Creating Developer Account:

Creating a developer org in salesforce.

1. Go to <https://developer.salesforce.com/signup>
2. On the sign up form, enter the following details :



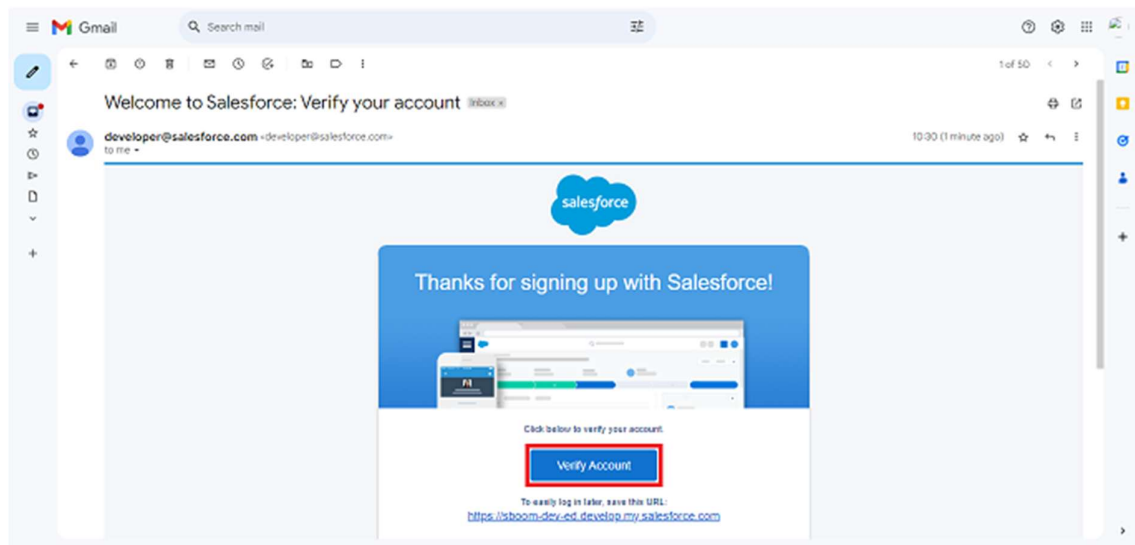
1. First name & Last name
2. Email
3. Role : Developer
4. Company : College Name
5. Country : India
6. Postal Code : pin code
7. Username : should be a combination of your name and company

This need not be an actual email id, you can give anything in the format : username@organization.com

Click on sign me up after filling these.

Account Activation

1. Go to the inbox of the email that you used while signing up. Click on the verify account to activate your account. The email may take 5-10mins.



2. Click on Verify Account
3. Give a password and answer a security question and click on change password.

A screenshot of the 'Change Your Password' page in Salesforce. The page title is 'Change Your Password'. Below it, it says 'Enter a new password for lead@sb.com. Make sure to include at least:'. There are three green checkmarks indicating requirements: '8 characters', '1 letter', and '1 number'. The form contains four main sections: 'New Password' with a text input field showing 'Good' status; 'Confirm New Password' with a text input field showing 'Match' status; 'Security Question' with a dropdown menu showing 'In what city were you born?'; and 'Answer' with a text input field containing 'asdfghjkl'. A blue 'Change Password' button is at the bottom. A red rectangular box highlights the 'New Password', 'Confirm New Password', 'Security Question', 'Answer', and 'Change Password' button sections.

4. Then you will redirect to your salesforce setup page.

