

# SALES FORCE

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**Best Cloud Computing Salesforce Training by Industry Experts in Pune**

**Duration of the Training: 7 weekends**

**Trainer is having 10+ years of Industry Experience.**



- Be a Salesforce Expert in just 3 Months
- Migrate and Implement Cloud Application by your own
- Be Certified Salesforce Admin And Advanced Admin
- Get Hands-On on App Builder – Developer I and Developer II Cert Path
- Sales Cloud and Service Cloud Consultant Training and Certi
- JOB Oriented Practicals Make You To Earn 3+ year expertise in Salesforce

## **SALESFORCE TRAINING SYLLABUS**

### **Day-1**

#### **Course Overview**

The Course consists of the following modules which include theory and practical sessions

#### **Chapter 1**

Introducing the concept of Cloud Computing

Introduction of cloud vendors (Salesforce)

Overview of each of three building blocks in cloud applications

- SAAS (Salesforce.com)
- PAAS (Force.com)
- IAAS

## **Chapter 2**

Overview of Database Concepts

Database structure

Normal (Excel based) Database Vs. Relational (Salesforce) Database

Benefits & Use of Relational Database

## **Chapter 3**

Introducing the Force.com Platform

Understanding of Standard Objects

Standard Object Flow (SAAS)

Creation of a Free Developer account :

<http://www.developerforce.com/events/regular/registration.php>

(This org will be used to develop and test the application during the entire Course)

## **Day-2**

## **Chapter 4**

Building a Simple App

Becoming familiar with the Force.com Setup Area

Introduction of Standard Objects

Introduction of Custom Objects

Introduction of Tabs, Standard & Custom Fields, Detail Page and Related Lists

Enhancement of the App

Relationships:

Types of Relationship

Understanding of each Relationship with a use business case

Differentiation between One-to-Many and Many-to-Many

Introduction of Primary-Keys & Foreign-Keys (Conceptual Knowledge)

Roll-up Summary Field

Formula & Cross Object Formula Field:

Guidance & Hand-on with Date, Text and number formulas

QUESTIONS (?):.....

## **Chapter 6**

Securities in Salesforce App

Object Level Securities

Describe different object-wise permissions and their impact

Difference between Read Vs. View All, Edit Vs. Modify All  
Record Level Securities  
Describe OWD (Organization-Wide Default)  
Record sharing using Roll-Hierarchy  
Describe Sharing Rules  
Manual Sharing  
Field Level Securities  
Field Properties  
Unique property  
External Id (Considered in Data Management)  
Required property  
QUESTIONS (?).....



### **Day -3**

#### **Chapter 7**

Business Logic Implementation  
Rules for Automation:  
Validation Rule (Run on highest priority for the App)  
Workflow (Time-Dependent & Time-Independent)  
Assignment Rule  
Auto-Response Rule (Live example with Web-to-Lead functionality)  
Escalation Rule  
Introduction and use of Record Type  
Introduction and use of Different Page-Layouts using Record-Type

#### **Chapter 8**

Approval Process:  
Single-step Approval  
Multi-steps Approval  
Differentiation between Workflow rule & Approval process

Email to approve the request  
Understanding the order of Execution of all these rules  
QUESTIONS (?):.....

## **Day-4**

### **Chapter 9**

SOQL & SOSL  
Introduction of SOQL & SOSL  
Introduction of Queries traversing from Child to Parent Object  
Introduction of Queries traversing from Parent to Child Object  
Introduction of aggregate Queries  
Introduction of Semi-Join & Anti-Join  
Field Semi-Join & Anti-Join  
Reference Semi-Join & Anti-Join

### **Chapter 10**

Complex Business Logic Implementation  
Introduction of Apex  
Introduction of Collection Types, Loops & DML Statements  
Understanding of Traditional FOR LOOP & Advance FOR LOOP  
Understanding of Loops with SOQLs  
Implementation of Apex-Trigger  
Understanding & Use of Trigger Context Variables

## **Day- 5**

### **Chapter 11**

Data Management  
Introduction Import-Wizard  
Few Standard Objects and All Custom Objects will be supported  
De-Duplication as default behavior  
Use of External IDs  
Introduction & Use of Apex Data-Loader  
Use of different actions (Call) like Import, Update, Upsert, etc.  
Also Supported by CLI  
Difference between Import-Wizard & Data-Loader  
QUESTIONS (?):

### **Chapter 12**

Introduction of MVC Architecture:  
Data Model  
View  
Controller

## **Day-6**

### **Chapter 12**

Report & Dashboard

REPORT:

Introduction of Report Types (Standard Report Type & Custom Report Type)

Introduction of Types of Report

Tabular Report

Summary Report

Matrix Report

Join Report

Feature of the SFDC Report

Custom Summary Formula field

Bucket Field

Condition High-lighting

Scheduling report for future run

DASHBOARD:

Introduction of different dashboard components and their usage

Selection of the Component to meet the given requirement

Dashboard Settings

Formatting of the Different Graphs (Components)

Drill down to the source report while click on the graphs

Dashboard Running User concept

## **Day- 7**

### **Chapter 13**

Building a Visualforce (Custom) Page for the App:

Introduction of Visualforce Pages

Difference between Standard Controller & (Custom) Controller

Hands-on to Create a List-view, Detail-Page, Copy the page as PDF when click a Button or Link

Hands-on to display data in Table format, enabling pagination, calling action on a Button or Link, etc.

Use of JavaScript in VF-pages. (Adding dependencies, etc.)

## **Chapter 14**

Overview of other force.com capabilities  
Different type of Sandboxes and their usage  
Enable Web-to-Lead (or Web-to-Case) for the org  
Introduction of Site.Com and creation of site using it  
Introduction of Debug Logs

## **Day-8**

## **Chapter 15**

Learning Apex & Deployment Tools  
Introduction of Apex Classes  
Invoke a class or its method via Triggers  
Use as a Controller for a VF page  
Difference between Controller & Extension  
Introduction of test class & methods to cover Apex  
Deployment Tools:  
Force.com IDE (Eclipse Plugin)  
Force.com Migration Tool (Ant Based)  
One live Force.com Project:- (Two weeks)