



# Salesforce B2B Commercial Training Curriculum

## STRUCTURE



## **Salesforce B2B Commercial Training Curriculum**

*“Our Salesforce B2B Commercial training makes sure that you are way ahead of your colleagues.  
So, hurry up and enroll today to work smartly.”*

### **Course Objectives:**

- Identify where and what events require code extension.
- Effectively navigate and configure in CC Admin.
- Learn to implement UI, Logic Class, and Service Class Overrides along with Subscriber Code Integration.
- Complete the technical exercises to create your own B2B Commerce solution and
- Know how to effectively troubleshoot problem areas during the development cycle.

### **Course Description:**

Our B2B Commerce (formerly Cloud Craze) Technical Training course includes the fundamental concepts plus added technical topics. It is designed to provide an orientation of the B2B Commerce components as well as hands-on exploration of the platform across architectural, functional, and technical topics.

### **Who should take this Course?**

The audience for B2B Commerce Technical Training is any individual who will participate in a new implementation who needs working knowledge and experience with B2B Commerce technical components.

Attendees should have intermediate skills in:

- Object Oriented Programming (Apex or Java)
- Full-Stack Development (VisualForce, JavaScript, CSS and REST APIs, JSON, Handlebars, and jQuery)
- Salesforce Administration (Sharing Rules, Process Builder, and Object Relationships)

All the best for a new beginning and successful career ahead!

### **Course Content:**

#### **Module 1: Overview**

- What is Commerce Cloud - B2B Commerce?
- Managed package installation & Setup Processes
- Admin
  - CC Admin,
  - Anonymous Checkout,
  - User Checkout,
  - CSR Checkout,
  - Account,
  - Contacts,
  - Users,
  - Related Lists
- Accounts & Pricing

- Account Groups and Price Lists
- Products:
  - Standard Products,
  - Categories,
  - Product Specs,
  - Filters, and
  - Product Relationships

## **Module # 02: Products**

- Introduction
  - Types of Products
  - Aggregated,
  - Bundle,
  - Kit, and
  - Dynamic Kit
- Marketing and User Interface Configuration:
  - Promotions,
  - Menus,
  - Featured/Spotlight Products,
  - Page Sections,
  - Page Labels, and
  - Localization
- Pricing Strategies:
  - Tiered Pricing

## **Module # 03: Pricing Strategies**

- Attribute Driven Commerce
- Subscriptions, and
- Contract Pricing
- Complex Configurations
  - Effective Accounts and
  - Line Level Independence
- Overview:
  - Review the technical exercise topics and
  - Introduce the class
- Administrative Overview:
  - Review Key Terms,
  - B2B Commerce Architecture and
  - Technology Stack,
  - User Interface Demo
- Admin:
  - CC Admin Configuration vs. Code Extension

## **Module # 04: REST APIs**

- User Interface:
  - Layout Overrides,
  - Subscriber Templates,
  - Page Includes,
  - Subscriber Pages,
  - Handlebar Overrides,
  - CloudCraze UI Properties,
  - Extending My Account,
  - Extending the CloudCraze Checkout Flow,
  - Global JavaScript Functions,
  - CloudCraze Event Handling,
  - Handlebars Functions,
  - Localization Functions, and
  - Utility Functions and Objects
- Back-end:
  - Full API review and
  - Extension instruction

## **Module # 05: Back-End: Global Extension Points**

### **Module 6: Placement Guide**

- Tips to clear an Interview
- Common Interview questions and answers
- Salesforce B2B Commerce Interview Questions and Answers
- Resume Building Guide
- Career roadmap and certifications
- Attempt for related Global Certification Exam, if any
- Start applying for Jobs