

# Salesforce Training

## Course Details

### Module 01 •

#### Introduction to Salesforce

- Overview of the Salesforce platform and its ecosystem
- Understanding the role of Salesforce in Customer Relationship Management (CRM)
- Introduction to Salesforce Editions and Licensing

### Module 02 •

#### Salesforce Administration

- User Management and Security
- Customization and Configuration of Salesforce Objects
- Workflow Automation using Process Builder and Workflow Rules
- Data Management: Importing, Exporting, and Data Quality

### Module 03 •

#### Salesforce Development

- Introduction to Salesforce Development Tools: Apex, Visualforce, Lightning Components
- Apex Programming Language Fundamentals
- Building Custom Applications and Interfaces with Visualforce

### Module 04 •

#### Salesforce Integration\*

- Integration with External Systems using REST and SOAP APIs
- Salesforce Connect and External Objects
- Middleware and Integration Platforms: MuleSoft, Informatica

## Module 05 ●

### Salesforce Consultant Skills

- Understanding Business Requirements and Translating them into Salesforce Solutions
- Conducting Workshops and Requirement Gathering Sessions
- Best Practices for Implementing Salesforce Solutions

## Module 06 ●

### Advanced Salesforce Administration and Development

- Advanced Configuration: Validation Rules, Approval Processes, Record Types
- Asynchronous Apex: Batch Apex, Scheduled Apex, Future Methods
- Implementing Triggers for Complex Business Logic
- Introduction to Salesforce Lightning Experience

## Module 07 ●

### Live Projects in Salesforce

- Real-world Project Work in Teams
- Hands-on Experience with Salesforce Administration, Development, and Integration
- Building Custom Applications and Solutions using Salesforce Platform

## Assessment and Certification ●

- Regular Quizzes and Assignments to Assess Understanding
- Final Salesforce Project
- Course Completion Certificate

## Duration & Prerequisites ●

- The course is designed to be completed in 4 months.  
Basic understanding of CRM concepts and familiarity with web technologies is recommended.

## Who Should Enroll ●

- Salesforce Administrators, Developers, and Consultants looking to enhance their skills and advance their careers
- IT professionals interested in transitioning into the Salesforce ecosystem
- Business Analysts seeking to specialize in Salesforce implementations

## Outcome

By the end of this course, participants will have mastered the Salesforce platform and acquired the skills necessary to excel in Salesforce Administration, Development, and Consulting roles. They will be proficient in configuring, customizing, and integrating Salesforce solutions to meet business requirements effectively, positioning themselves for success in the booming CRM industry.

## Our Mentors



**Vaibhav Goyal**

NIT WARANGAL

(Mentor : DSA and Full Stack)



**Drishti Mamtani**

BITS PILANI HYDERABAD

(Mentor : Data Science  
and Analytics Part)



**Shubham Mondal**

IIT KHARAGPUR

(Mentor : DSA and Coding)



## Our Students Are Placed In

