



BADATYA

Join The Crowd to Standout!!!



SALESFORCE



 E-19, 1st Floor, McDonald's Road, South Ex. 1, ND-49

 www.badatya.com

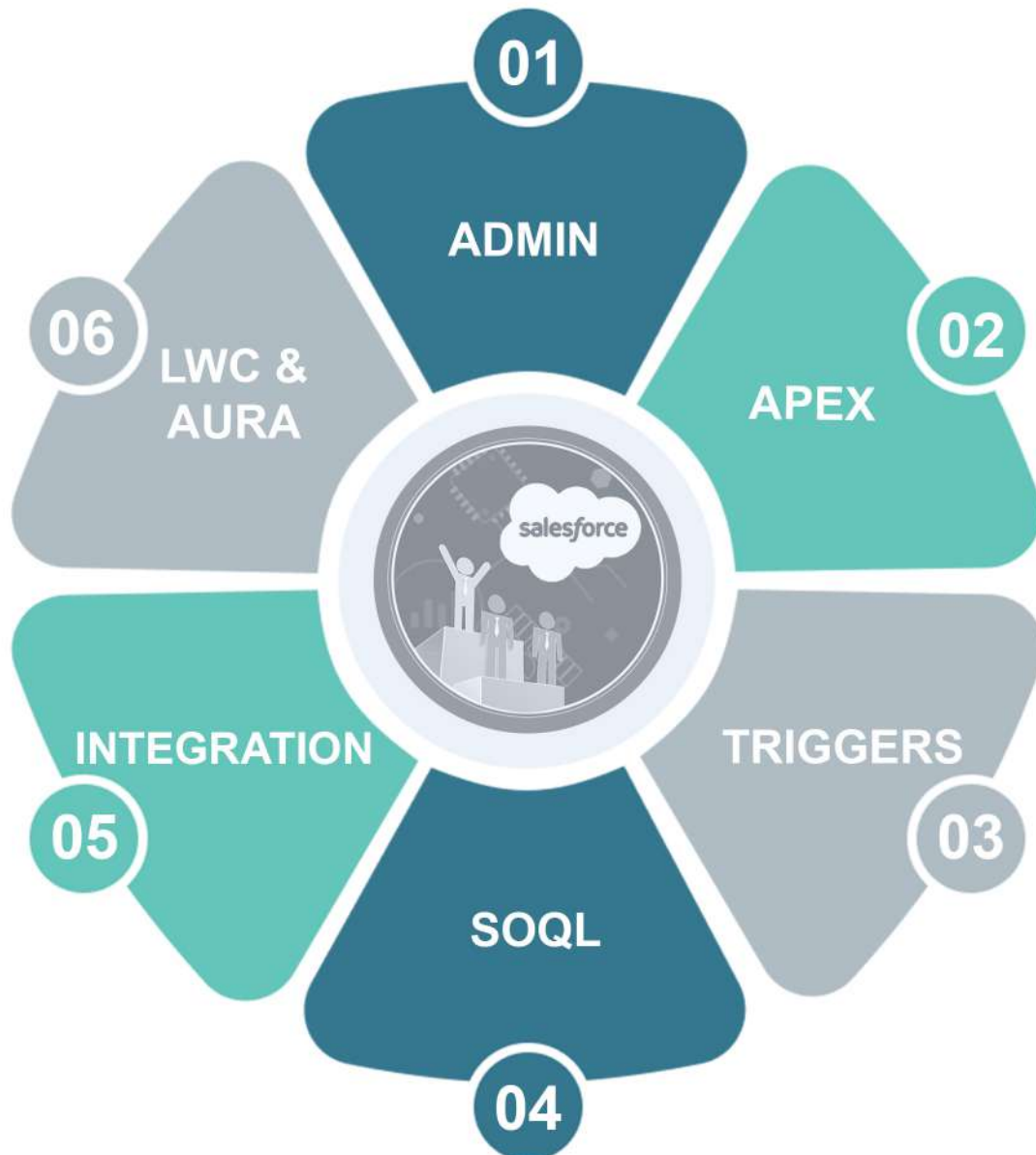
 info@badatya.com

 956 014 1630, 011-4601 6824

SALESFORCE

Salesforce is a ground-breaking platform, centered on customer relationship management. It combines and connects customers and enterprises through specific methods and procedures that increase sales. This platform's capabilities extend beyond marketing and encompasses sales, e-commerce, and the IT industry as well.

Salesforce comprises of:

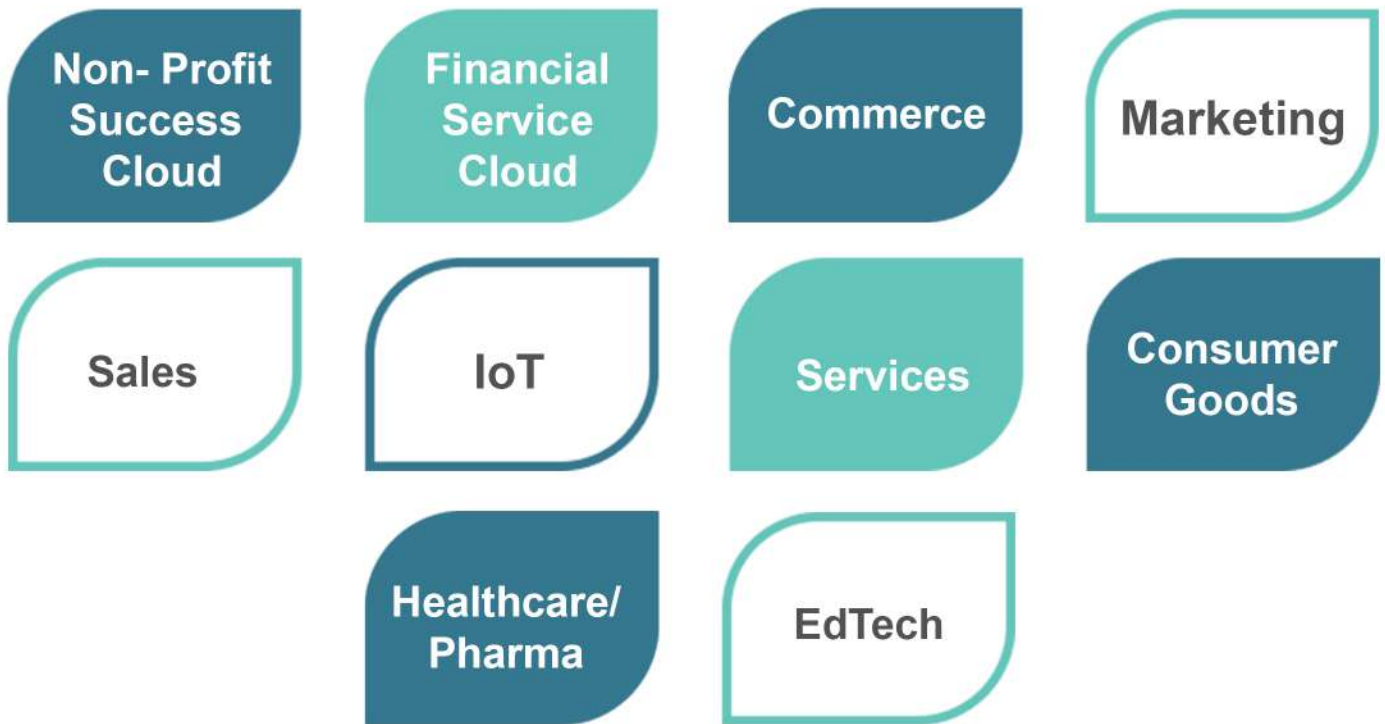


Job designations for Salesforce graduates include:

- Salesforce Administrator
- Salesforce Developer
- Functional Consultant
- Tech Specialist
- Business Analyst
- Platform Developer
- Program Architect
- Project Manager

SALESFORCE

REAL WORLD APPLICATIONS OF SALESFORCE:



Salary:

The average salary for a Salesforce certification holder in India is Rs. 641,327.



Types of Clouds:



Popular Job Profiles and Market Demand

SALESFORCE
ADMINISTRATOR



SALESFORCE
DEVELOPER



FUNCTIONAL
CONSULTANT



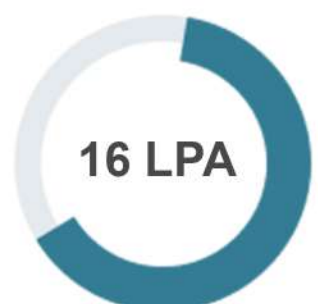
BUSINESS
ANALYST



PROGRAM
ARCHITECT



PROJECT
MANAGER



Why Salesforce?

- It is the world's no. 1 CRM Cloud Platform and is in high demand in the industry.
- Expertise in Salesforce puts you on the radar of big MNC's.
- Currently, businesses of all sizes are on a look out for Salesforce developers.
- Demand for Salesforce developers has been increasing steadily and is projected to continue growing in the future.

WHY CHOOSE BADATYA?

Meticulously designed industry - oriented course curriculum.



Industry experienced and qualified trainers.



Theoretic and practical training, 50+ case studies.



100% Placement Assurance



Help with Interview Preparation and Profile Building



Flexible class schedules and customisable courses



FAQ's

What are some of the benefits of using Salesforce?

Salesforce is a CRM based platform. It has multiple benefits, some of which include - team collaboration, flexibility, customer information, marketing automation, standard API links, Lead mapping, etc.

What will I receive post completion of my Course at Badatya ?

After completing the course, the individual shall receive a Course Completion Certificate by Badatya to vouch for the skills and knowledge the student has gained in the course term.

SALESFORCE - CURRICULUM

MODULE 01 – SALESFORCE FUNDAMENTALS

- Introduction to Salesforce
- Overview of Salesforce, its Editions
- Home Page Customization
- User Management
- Apps Creation
- Core CRM objects Capabilities
- Declarative Customizations Boundaries
- Programmatic Customizations Use Cases

MODULE 02 – Quote Templates – Preview, Create, and Activate

- Introduction to Quote Templates
- Quote record creation, its template, and quote PDF

MODULE 03 – Field Types and Salesforce Objects

- Field types overview
- Standard fields modification
- Creation of auto-number, formula, roll-up summary, lookup & master-detail, and checkbox fields
- Creation of number, currency, and percent fields
- Creation of geolocation, phone, and email fields
- Creation of date & time fields
- Creation of text and text area fields
- Creation of URL, encrypted fields, etc.
- Salesforce objects introduction
- Components, standard objects, and its modification
- External objects and creation of custom objects

MODULE 04 – Creation of Custom Buttons, Link units, and Actions

- Creation of buttons, links, and actions overview
- Creation of new records with actions
- Call logging with actions
- Record updating
- Creation of custom buttons and custom links, etc.

MODULE 05 – Salesforce Workflow, Schema Builder, and Process Builder

- Overview of visual workflow, schema builder, and process builder
- Creation of visual flow
- Modification of the existing workflows
- Creation of process
- Field creation in the schema builder

SALESFORCE - CURRICULUM

MODULE 06 – Validation and Workflow Rules

- Overview of validation rules, its creation
- Creation of formulas
- Creation of error messages
- Overview of workflow rules
- Creation of Workflow rule, Field update, Task assignment, Email alert

MODULE 07 – Creation of Role Hierarchy

- Overview of the role hierarchy
- Creating
- Enabling field history
- Assigning Roles to Users

MODULE 08: Security Data Security Model

- Restricting logins
- Object access determination
- Record access configuration
- Creation of role hierarchy
- Record access exceptions

MODULE 09: SALESFORCE USER PROFILES

- Profiles introduction
- Overview of standard profiles
- Page layouts assigning
- Settings
- Permissions
- Password guidelines
- Session timeout, hours of log in, IP ranges
- Field-level security
- Access of Apex and Visualforce

MODULE 10: Salesforce Reporting and Dashboards

- Reports introduction
- Report formats
- Creation of: Leads report, Creating contacts, Accounts report, Opportunity report, Charts, Scheduling report, Campaign report, Report formula
- Using report to add the leads to campaign
- Reports export to Excel
- Dashboards introduction
- Dashboard
- Access management
- Dynamic dashboards configuration
- Report builder activation on profiles

SALESFORCE - CURRICULUM

MODULE 11: Data Management in Salesforce

- Data management introduction
- Importing
- Installation of data loader
- Mass delete
- Records
- Addition of field to schema builder, etc.

MODULE 12: Salesforce Admin

- Getting your organisation ready for users
- Introduction
- Evolution and Products
- Security and Data Access
- Restrict logins
- Determine object access
- Setup record access
- Manage record access with role hierarchy
- Record access exceptions
- Manage field level security
- Managing Data
- Data loader v/s Import wizards
- Upsert Operations
- Mass Transfer
- Mass delete records
- Automation
- Manage email administration
- Set up workflow rules and approval processes
- Automate leads and cases
- Getting around the App
- Data model and navigation
- Roll up summary
- Cross object formula
- Setting up and managing users
- Manage user profiles
- Create and manage users
- Troubleshoot user login issues
- Chatter free and Chatter external users
- Customization: Fields
- Administer standard fields
- Create new custom fields
- Picklists and Lookups
- Create Formula Fields

SALESFORCE - CURRICULUM

- Work with page layouts
- Record types
- Business Processes
- Maintaining Data Quality
- Reports and Dashboards
- Run and Modify Reports
- Report Builder
- Filter reports
- Summarize Report Data
- Bucket Fields in Reports
- Print, Export, Scheduling and Email Reports
- Build Dashboards
- Adding Dashboards to Home Page

MODULE 13: Salesforce Lightning

- Classic to Lightning Migration
- Lightning Experience Basic
- Administrator
- Walkthrough of setup in lightning
- Lightning App Builder
- App Launcher
- Object Manager
- Compact Layouts
- Reports and Dashboards in lightning
- Lightning Process Builder
- Creating/Registering Domain
- Need of Custom Domain
- Lightning Experience Developer
- User Interface Development Considerations
- Visualforce and Lightning Experience
- Use
- Develop Visualforce pages for Lightning Experience
- Explore Visualforce App Container
- Manage Navigation
- Visual Design Considerations
- Lightning Components
- Lightning Component Bundle
- Applications
- Calling Component for App
- Helper Methods
- Combining App, Component and JS Controller
- Attributes and Expressions
- Handle actions with controllers

SALESFORCE - CURRICULUM

- Input Data using Forms
- Server-Side Controllers
- Debugging
- Error Handling
- Lightning Data Service Basics
- Manipulate Records
- Handle Record Changes
- Lightning Out
- Lightning Event
- Component Event
- Application Event

MODULE 14: Salesforce Developer

- Cloud Computing
- Introduction
- Salesforce.com
- Services
- Types of Clouds
- Advantages
- SFDC
- Building Blocks of Force.com Platform
- SFDC Data model, Objects, Relationships and Fields
- Custom Objects
- Customize standard objects
- Field and Data types
- Field Prosperities
- Schema Builders
- SFDC Data Managements
- Data Importing and Exporting
- Data loader tools
- Business Logic
- Formula
- Validation Rules
- Rollup Summary Fields
- Business Process Automation
- Work flow rules
- Approval Process
- Case Escalation
- Process Builders
- Roll Up Summary
- Reports and Dashboards

SALESFORCE - CURRICULUM

- Tabular Reports
 - Summary
 - Matrix Report
 - Create a dashboard
 - Bucket Field
 - User Interface Layouts
 - Tab View
 - List View
 - Customize Page
 - Edit Layouts
 - Security and Authentication
 - Profiles
 - Users
 - Permission Sets
 - Role Hierarchy
 - Deployment
 - Installed Package
 - Package Manager
 - Deployment Sets
 - Inbound and Outbound Change Sets
 - App Exchange
 - Chatter
 - Chatter
 - Feed Tracking
 - Public, Private, BroadCast Group
-

ABOUT BADATYA



1st Rank Institute
in Delhi NCR



59,000+ Students



90% Students Enrol
from references



Certified Industry
Experts



500+ Training
Partners



300+ Recruiting
Partners

Year wise Placement



📍 E-19, 1st Floor, McDonald's Road, South Ex. 1, ND-49
🌐 www.badatya.com
✉ info@badatya.com
☎ 956 014 1630, 011-4601 6824