

Salesforce Associate - Course Content



Course objectives and learning outcomes

1. Course objectives: The main objectives of the course is to prepare the students to become skillful by doing hands on project based learning in the real time environment. Also making them to become industry /job - ready

2. Course outcomes: Upon completion of the Salesforce Associate Project course, you should be able to:
 Understand the fundamental concepts of the Salesforce platform, including its architecture and capabilities
 Use the Salesforce user interface to navigate the platform and perform basic tasks
 Create and customize simple apps and objects, such as custom fields, formulas, and validation rules
 Understand how to manage data within Salesforce, including importing, exporting, and deduplicating records
 Use Salesforce's reporting and dashboard features to create and customize reports and dashboards
 Understand the role of security and access in the Salesforce platform
 Understand how to use Salesforce to automate business processes and improve efficiency.

3. Prerequisite:

Skills Required: Basic Knowledge of Any Programming Language

System Requirement:

Microsoft® Windows®
 64-bit Microsoft® Windows® 8/10
 x86_64 CPU architecture; 2nd generation Intel Core or newer, or AMD CPU with support for a Windows Hypervisor.Framework
 4 GB RAM or more
 Good Internet Connectivity

Module	Session duration	Session/Module Name	Topics
1	6Hrs	Salesforce Ecosystem	Salesforce: Quick Look
			Trailhead and Trailblazer Community
			Trailhead Playground Management
			Salesforce help
			Salesforce Customer 360
			Salesforce Platform Basics
			Explore the Complete Customer 360
			Salesforce for Nonprofits Basics
			what does salesforce do?
			Nonprofit Success Pack Health and Optimization
			The Benefits of Declarative Programming vs. Imperative Programming
			The Salesforce Ecosystem: Quick Look
			Discover Your Ideal Career in the Cloud
			Salesforce Trust Site
Trailhead: Quick Look			
2	6Hrs	Navigation	Accounts & Contacts for Lightning Experience
			AppExchange Basics
			Scrum and Kanban at Salesforce
			Search Solution Basics
			Salesforce CRM
			Lightning Experience Customization
			Company-Wide Org Settings
			User Management
			List Views: Quick Look
			Setup: Quick Look
			Organize Your Data
			Lightning App Builder
			Personalize Your Salesforce Experience
			What Is a Group?
3	8Hrs	Data Model	Data Modeling
			Leads & Opportunities for Lightning Experience
			Lightning Experience Productivity
			Formulas and Validations
			Data Security
			Protect Your Data in Salesforce
			Permission Set Groups
			Lightning Knowledge Setup and Customization
			Picklist Administration
			Customize a Salesforce Object
Custom Fields: Quick Look			
4	10Hrs	Reports & Dashboards	Reports & Dashboards: Quick Look
			Quick Start: Reports & Dashboards
			Reports & Dashboards for Lightning Experience
			Joined Reports: Quick Look
			Create Reports and Dashboards for Sales and Marketing Managers
Filter Report Data			