

## Salesforce Administration & Testing

- **Course Name:** Salesforce Administration & Testing
- **Course Code:** IT7\_P1
- **Instructor:** Mr. Ashish
- **For Whom:** S/W Engineers, High School & College Goers
- **Frequency:** 2 Sessions per week. 1 Session = 2 Hours.
- **Fees:** 149 US\$ (Get Discount for Referrals and Group Joining)
- **Duration:** 28 Hours Approx. (7 Weeks Approx.)
- **Note:** First Session is completely FREE and open to all. Make Full Payment only after 1<sup>st</sup> FREE session and if interested to continue.
- Reach us for more details.
- **Note:** Reach us for Advanced Python Programming, Python for Data Science, Vedic Speed Mathematics (FREE) and all other IT Courses.
- **More Info:** [www.Speed16.com/training](http://www.Speed16.com/training)
- **Contact:** [info@speed16.com](mailto:info@speed16.com) OR +91-97640-58-654 OR Direct Whatsapp (<https://wa.me/919764058654/?text=Hi>) OR Direct Telegram (<https://t.me/CP512>)

- ✚ **Vedic Speed Mathematics:** Learn Ancient India's Amazingly Compact, Powerful and World's Fastest Mental Calculation System @just ₹: 99 (1.3 US\$).
- ✚ Paperback, eBook, Video Course, Free Workbook & Online Interactive Training on Vedic Speed Mathematics, C & Python Programming.
- ✚ [www.Speed16.com/books/vm](http://www.Speed16.com/books/vm)
- ✚ Online Python Programming (Separate Batches for Software Professionals and US/Europe High School Students) [www.Speed16.com/training](http://www.Speed16.com/training)
- ✚ IT Training: [www.Speed16.com/training](http://www.Speed16.com/training)
- ✚ Contact: Chaitanya Patil [info@speed16.com](mailto:info@speed16.com) +91-97640-58-654 [Direct Whatsapp](#)

## Syllabus in Detail:

### Module 1:

#### Overview & Org Settings

- Salesforce Organization creation
- Understand Salesforce & Organization setting
- Licensing

#### Fundamentals of Salesforce

- Declarative customization Vs Programmatic customization
- User Setup

## Understanding Salesforce Structure

- Application Creation
- Object Creation
- Scope and Benefits of external objects / ID

## Module 2:

- Fields Creation-Deletion & Types
- Dependent Fields
- Field Tracking
- Formula Fields

## Validation Rule

- Standard Validation
- Custom Validation

## Business process with Standard Objects

- CRM objects & Relationship Model

## Module 3:

- Sales Process
- Service Process
- Sales Productivity Feature

## Security Settings

- Network Security measures & Audit
- Organization Wide Defaults
- Profiles

## Module 4:

- Permission Set
- Role Hierarchy & Roles
- Sharing Rules
- Manual Sharing

## UI with Business Logic

- Page Layout

## Module 5:

- Record Type

- Custom buttons
- Custom links
- Actions
- List View

## Reports

- Join Reports
- Tabular report

## Module 6:

- Summary Report
- Matrix Report
- Date Filters
- Bucket Fields
- Custom Report Types
- Report Scheduling & Sharing Concepts

## Dashboards

- Using Dashboards

## Module 7:

- Folders access & Scope to Store

## Data Management

- Data Loader

## Module 8:

- Data Import
- Data Export

## Relationship

- Lookup Relationship
- Master Detail Relationship
- Rollup Summary Fields
- Many to many Relationship

## Module 9:

- Hierarchical Relationship
- Schema Builder

### Salesforce Automation

- Workflow Rules
- Actions in Workflow
- Time dependent Actions

### Module 10:

- Approval Process
- Field updates and recursion

### Salesforce Apps

- AppExchange

### Module 11:

#### Campaign Management

- Campaigns
- Campaign Members
- Campaign Influence

#### Team Management

- Queues
- Public Group

#### Salesforce Standard Object

- Account Teams
- Opportunity Teams
- Product and Price Book
- Solution Management
- Ideas

### Module 12:

- Answers
- Knowledge
- Activity Management
- Content

#### Case activities

- Case Teams
- Case Assignment Rules
- Escalation Rules

#### Lead activities

- Lead Conversion
- Web to Lead

### **Module 13:**

- Lead Assignment Rules
- Lead Auto-Response Rules

### **Mobile**

- Features of SalesforceA & Salesforce1 Features

### **Miscellaneous**

- Communities
- Salesforce and Outlook
- Chatter

### **Module 14:**

- Project
- Interview preparation and self-development

### **Contact:**

Chaitanya Patil

Mobile: +91-97640-58-654

Direct WhatsApp: <https://wa.me/919764058654/?text=Hi>

Direct Telegram (<https://t.me/CP512>)

Email: [info@speed16.com](mailto:info@speed16.com)

Website: [www.Speed16.com/training](http://www.Speed16.com/training)

**Vedic Speed Mathematics (Paperback, eBook, Video Course, FREE Work Book and FREE Online Training) Link: [www.Speed16.com/books/vm](http://www.Speed16.com/books/vm)**

- ✚ **Vedic Speed Mathematics:** Learn Ancient India's Amazingly Compact, Powerful and World's Fastest Mental Calculation System @just ₹: 99 (1.3 US\$).
- ✚ Paperback, eBook, Video Course, Free Workbook & Online Interactive Training on Vedic Speed Mathematics, C & Python Programming.
- ✚ [www.Speed16.com/books/vm](http://www.Speed16.com/books/vm)
- ✚ Online Python Programming (Separate Batches for Software Professionals and US/Europe High School Students) [www.Speed16.com/training](http://www.Speed16.com/training)
- ✚ IT Training: [www.Speed16.com/training](http://www.Speed16.com/training)
- ✚ Contact: Chaitanya Patil [info@speed16.com](mailto:info@speed16.com) +91-97640-58-654 [Direct Whatsapp](https://wa.me/919764058654/?text=Hi)