

Administration Course content

Day # 1

- Cloud Computing Introduction
- Salesforce Introduction
- Overview of CRM and ERP
- Overview of Cloud Computing
- Salesforce CRM : #1 On Demand
- Salesforce Editions
- Setting up a lifetime access practice Developer org
- SFDC Application - Personal Setup and Company Setup
- PROD vs TEST

Day # 2

- Designing your Data Model
- Understanding the Sales Process
- Analyzing a real time functional requirement
- Converting functional requirement to technical specifications
- Building your Data model

Day # 3

- SFDC Application - How to start
- Create App/Objects/Tabs
- Create Fields with different field types
- Master Detail and Lookup
- Many to Many
- Schema Builder
- Setup Salesforce1 mobile app

Day # 4

- Implementing Business Logics
- Formula Fields and Cross Object Formula
- Validation Rules
- Roll Up Summary Fields
- Field Dependencies

Day # 5

- Setting up User Interface
- Page Types and Page Elements
- Page Layouts
- Home Page Layouts and Home Page Components
- List Views

Day # 6

- Customizing Standard Salesforce Application
- How to customize standard salesforce application
- Salesforce Security Model
- Creation of user/role/public groups/queues
- Field Level Security
- How to use permission sets
- Control record visibility using OWD
- Control record visibility using Role Hierarchy
- Control record visibility using Sharing Rules
- Record Types

Day # 7

- Data Management
- Tools for Data Management. Which one to use?
- Import/Update/Upsert data using Data Import Wizard
- Import/Update/Upsert/Export data using Apex Data Loader
- Data Export and Scheduled Export
- Setting up Search Layouts
- SFDC Audit
- Field History Tracking
- Setup Audit Trail

Day # 8

- Automate Business Process
- Email Templates in Salesforce
- Create Workflow Rules with Rule Criteria
- Configure Immediate and Time Dependent Workflow Rule Actions
- Configure Approval Process
- Configure multiple steps and multiple approvers to the approval process
- Assignment Rules for Leads and Cases

Day # 9

- Salesforce Analytics - Reports and Dashboards
- Convert business requirements to Reports and Dashboards
- How to use report builder?
- Create Tabular Reports
- Create Summary Reports
- Create Matrix Reports
- Create Joined Reports
- Create custom report types

- How to schedule reports?
- Create Dashboards with Dashboard Components for Matrix and Summary Reports
- Create Dashboards with Dashboard Components for Tabular and Joined Reports
- Setup Dynamic Dashboard Filters
- Scheduling Dashboard Refresh

Day # 10

- Campaign Management
- Campaigns
- Campaign Members
- Campaign Influence
- Salesforce Standard Object
- Account Teams
- Opportunity Teams
- Product and Price Book
- Solution Management
- Ideas

Day # 11

- Answers
- Knowledge
- Activity Management
- Content
- Case activities
- Case Teams
- Case Assignment Rules
- Escalation Rules

- Lead activities
- Lead Conversion
- Web to Lead

Day # 12

- Lead Assignment Rules
- Lead Auto-Response Rules
- Mobile
- Features of Salesforce1
- Miscellaneous
- Communities
- Salesforce and Outlook
- Chatter

Day # 13

- Process Builder
- Flows (Visual Workflows)

Day # 14

- Create Custom Buttons
- Create Custom Links
- Create Custom Actions

Day # 15

- Introduction to Lightning Components
- Lightning Components
- Installing Lightning Components
- Lightning Component Capabilities
- Lightning Components vs. Visualforce

Development Course content

Day # 1

- Visualforce Introduction
- Understand Controllers
- Creating Records in Standard Object

Day # 2

- Reading and Displaying Records using VF Page(Using Page Block Table and Data Table)

Day # 3

- Work on Tab Style in Visualforce
- Implement Action on a Visualforce Page

Day # 4

- Apex Class Introduction
- Overriding Standard action using apex class

Day # 5

- Display Visualforce Page in SideBar
- Introduction of Page Reference in Visualforce

Day # 6

- Complex Example of Page Reference (Passing Values from 1 Page to Another)

Day # 7

- Passing URL Parameters
- Displaying Pop Window using VF Pages

Day # 8

- Editing Records using VF
- Adding Error Messages to Field

Day # 9

- Adding Custom Lookup
- Adding a Custom Data Picket to Form (using 3rd party Tool)

Day # 10

- Styling Fields in VF
- Styling Table Columns

Day # 11

- Adding an Image to a record
- Managing Attachments

Day # 12

- Using Wrapper Classes

Day # 13

- Changing Page Layout
- Form Based Searching

Day # 14

- Preventing Duplicate record Creation, Editing Child and Its parent Record

Day # 15

- Creating a VF Reports
- Display Dashboard on a VF Page

Day # 16

- Creating Charts in VF -1

Day # 17

- Creating Charts in VF -2

Day # 18

- Implementing JavaScript in VF

Day # 19

- Client Side Validation using JavaScript

Day # 20

- Web to Lead form capture using Domain

Day # 21

- Mobilizing a VF Page

Day # 22

- Triggers

Day # 23

- Visualforce Flows
- Visualforce Components

Day # 24

- Using jQuery in VF Pages

Day # 25

- Batch Apex
- Test Class

Integration Course content

Topics:

- HTTP call outs
- HTTP call ins
- SOAP
- REST