

## **Course prospect: Salesforce ADM 201**

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## Think Tree Technologies Inc : Background

### Overview

Think Tree Technologies Inc is providing **training more than decade now based out of New jersey (USA)**. We have provided training to thousands of candidates and has extremely high rate of job placement. We are extremely proud of job placement success specifically in SAP and Salesforce Our training has changed lives of many students in USA and across the Globe. We have been rated as best training school in New jersey.

We are New jersey department of labor (NJ DOL) certified training school. We are providing following type of training.

- **Individual training:** Conducting training for Individual in USA and across globe.
- **Corporate training:** Conducting Training batches to corporations / business houses.

### Our Salient Features

- The course duration is around **15 sessions (30 hours of actual training hours)**.
- We offer **classroom** as well as **online training**. We are in **Edison (NJ – USA)**. Please visit our office as per your convenience.
- We provide the **Video recording** of each session after the class for **12 months**. Video recordings are very helpful tool in learning process.
- We help with **resume preparation, mock interviews**, and Job placement Interview (**Guaranteed**) and on job support.
- **Course Training fees is as follows:**
- For all-students **\$400 (Think Tree Guaranteed Job Interview after student Assessment)**.
- Our faculty is BEST with extensive Salesforce knowledge in real time experience in India, US, Canada and other part of world.
- Think Tree technologies providing training continuously more **than a decade now**.
- Our training has been benchmarked as **Best in the country by our past students**.
- Attend our **free Salesforce demo** to understand more about salesforce & background of our faculty.
- Course is primarily focused on salesforce ADM 201

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## Course Agenda

### Salesforce.com Administrator ADM 201:

#### Introducing Salesforce

- Understanding the Home Page
- Brief of sales/service Cloud, Reports, Dashboards, chatter, data, security, workflow, AppExchange

#### Organization set up

- Understanding of a company profile

#### User Creation

- Steps to set up a user and how to maintain it.
- Scenario based discussion to troubleshoot user access and visibility issues

#### Standard and Custom Objects Differences

- Standard object and custom object architecture and their relationship model how to customize fields, page layouts, for standard and custom objects
- Scenario's discussion to understand the object creations and usages.
- Business process using Record Types
- Scenarios for Record types in standard and custom object settings.
- Usage of Recycle bin.
- How to create formula fields and when to use it.
- Security and Access Controls
- Various organization security options discussions
- Features of the sharing model and its capabilities.
- Scenarios on sharing model
- Profiles usages and creation
- Use of a custom profile with different licenses scenarios

#### Workflow Rules and Automation

- Discussions on workflow rules.
- Different Evaluations of workflow rules and its actions
- Scenarios to identify the recommended workflow solution
- Discussions on use cases for the approval process

#### Chatter

- Sales Cloud Applications Practices
- Understandings of before sales process using sales cloud.
- Features of sales process objects. Accounts, contacts
- Opportunity management processes.

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- Capabilities of lead management and ways to generate leads
- Scenario provided to identify how to automate lead management
- Explanations on campaign management

#### **Service Cloud Applications Practices**

- Usage and capabilities of case management
- Real time scenario, to automate case management.
- Usage of solution management
- Portals Discussion

#### **Activity Management**

- Describe the capabilities of activity management

#### **Desktop and Mobile Administration.**

- Describe the capabilities of Salesforce Classic Lite
- Describe the installation and synchronization options of Salesforce for Outlook

#### **Managing Data**

- Learnings how to import, update, transfer, and mass delete data
- Scenario to understand the DML operations
- Different ways to backup data

#### **Discussions on Content and Folder Management**

- Customizing folders to manage and secure templates, dashboards, reports, and documents

#### **Analytics – Reports and Dashboards**

- Creating reports and dashboards based on the business scenarios.
- Scenario to understand different report types provided.

#### **App Exchange**

- Identify use cases for AppExchange applications

### **Training Approach and Methodology**

At Think Tree Technologies Inc, the learning life cycle is divided in **three stages**, and we support you at all the three stages:

#### **Training Stage 1: Best Training “Guaranteed”**

We provide best training in entire country, and you will have best learning experience is guaranteed by us. If at the time of initial 2 demo classes and you are not satisfied by our training, we will refund registration amount without any question. All our faculties have many years of teaching and implementation experience.

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## Training Stage 2 : Pre-Job Assessment and Preparation

After our best-in-class training, we will do provide following functions

- **Student Assessment** o  
Mock Interview
  - o Checking Homework and assignments o **Rejoining course for 1 year with no Additional FEES.**
- **Resume preparation:** we make sure student resume is as per industry standards.
- **Marketing your** resume till you want. We **Guarantee actual Job Interview** for our students who market with us after assessment.

## Learning Stage 3: On Job support

When a candidate gets placed by Think Tree, then we provide very important **On-Job support** so you could survive in challenging work environment. Unless there is a continuous and able On Job support it is very difficult for newly trained resource to survive.

### Training Methodology

The Training is conducted in following methods:

#### In Classroom Training:

We have several classrooms in our training facility in **Edison New jersey (USA)** and all the classes are conducted in class setting with live faculty conducting classes.

#### Online Training:

For several individuals it is not possible to attend in classroom due various reasons, those individuals can also attend classes “**same class**” **online** live using **Zoho showtime**

### Training material , Training Videos and System Access:

#### Training Material and Training videos:

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We provide best in training material and Videos also supplemented with many documents from real implementation experiences /projects. **You will have access to class video recordings for 12 Months.**

## Training Plan & Timeline

Most Trainings are provided on **weekends and Weekdays (Saturday & Sunday)** as this is best schedule and facilitate best learning experience.

## Timeline

The Training duration is approx. 15 sessions. **(About 50 hours)**

## References

We have trained many hundred individuals in various areas since past over 12 years and many references can be provided if so, needed about quality of our service. And support beyond training. We benchmark our SAP training as best in country. Please join our DEMO class to understand the difference in teaching quality.

## Course Training Fees

The Training fee is as follows which can be paid **(By Check, Online Transfer, Cash)**

- For all-students (having GC, US Citizens, H1B, H4 etc.) fees is USD 400 **(Think Tree Guaranteed Job Interview after student Assessment).**

## Financial Obligation after Placement on Job by Think Tree Technologies Inc

We **Guarantee Job interview** after training and, we have **EXTREMELY High rate of placement** of our students. Our ability to place students on job is **our core strength** since more than a decade now.

**On W2 Basis for GC/USC:** Consultant will pay 25 % of his / her hourly rate to THINKTREE TECHNOLOGIES, INC for first Nine months (Apprx 1450 billable Hrs) of the project. Then it will reduce to 20% for next 6 month's employment with us (approx. 1000 billable hrs). & After that consultant will be paying 18% for all future employments with us.

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**On W2 Basis for CPT/OPT/H1 etc.:** Consultant will pay 35 % of his / her hourly rate to Kabeer Consulting Inc. For first six months of the project i.e. approx. 1000 billable hrs. Then it will reduce to 30% for all future employments with us.

### Financial Obligation after Placement on Job by Think Tree Technologies Inc

**Note: -**

- Just to give you rough idea, when you are going for marketing/placement with us, you may expect initial salary somewhere around 80-120k annually on your first project, after having experience of project salary increase
- Financial obligations are applicable only in the case when marketing /placement is done by Think Tree Technologies, you are free to market yourself if you have your resources available, in that case above sections in financial obligation doesn't apply to you.