

## Course prospect: **Salesforce**

### Table of Contents

1. **Think Tree technologies Inc** – Background
  - Our Salient Features
  - Our services
  - The collaborative training experiences
2. Training Approach and Methodology
  - Training approach
  - Training methodology
  - Training Material, class video and System Access
3. Training Plan & Timeline
4. References
5. Training fees
6. Financial obligations after placement on Job by **Think Tree technologies Inc**

## 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

### Course Agenda

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## Salesforce.com

### CRM Overview '1

### Cloud Computing

### Case Study on Salesforce Adoption

#### Configuration and Setup:

- Describe the information found in the company settings (for example: company settings fiscal year, business hours, currency management, default settings).
- Distinguish and understand the administration of declarative configuration of the User Interface. (for example: UI settings, app menu, list views, global actions, Lightning App Builder).
- Given a scenario, demonstrate the proper setup and maintenance of users.
- Explain the various organization Security Controls. (For example: Setup Audit Trail, Login Hours, Session Settings)
- Given a user request scenario, apply the appropriate security controls based on the features and capabilities of the Salesforce sharing model. (For example: public groups, org wide default, sharing: roles, subordinates, hierarchy, report and dashboard folders)
- Given a scenario, determine the appropriate use of a custom profile or permission set using the various profile settings and permissions.

#### Object Manager and Lightning App Builder:

- Describe the standard object architecture and relationship model. (for example: standard object, parent/child, master detail/lookup/junction relationships, and record types.)
- Explain how to create, delete, and customize fields and page layouts on standard and custom objects, and know the implications of deleting fields.
- Given a scenario, determine how to create and assign page layouts, record types and business processes for custom and standard objects.

#### Sales and Marketing Applications:

- Given a scenario, identify the capabilities and implications of the sales process. (for example: sales process, opportunity, path, and forecast impact.)
- Given a scenario, apply the appropriate sales productivity features using opportunity tools. (for example: dashboards, lead scoring, Einstein opportunity scoring, and home page assistant.)
- Describe the capabilities of lead automation tools and campaign management. (for example: leads, lead convert, lead assignment rules, campaign and campaign members.)

#### Service and Support Applications:

Describe the capabilities of case management. (for example: case, case assignment rules, and queues.)

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- Given a scenario, identify how to automate case management. (for example: support process, case auto-response rules, and case escalation.)

#### **Productivity and Collaboration:**

- Describe the capabilities of activity management.
- Describe the features of Chatter.
- Describe the capabilities of Salesforce Mobile App.
- Identify use cases for AppExchange applications.

#### **Data and Analytics Management**

- Describe the considerations when importing, updating, transferring, mass deleting, exporting and backing up data.
- Describe the capabilities and implications of data validation tools.
- Describe the options available when creating or customizing a report or report type.
- Describe the impact of the sharing model on reports.
- Describe the options available when creating and modifying dashboards (e.g., dashboard components, data sources, chart types, Subscribing, running user).

#### **Workflow / Process Automation**

- Given a scenario, identify the appropriate automation solution based on the capabilities of the tool.
- Describe capabilities and use cases for Flow.
- Describe capabilities and use cases for the approval process

## **Training 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. 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 30 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.

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