



Salesforce Certified Sales Cloud Consultant (SP-CON251)

Course ID #: 7000-432-ZZ-Z

Hours: 40

Course Content

Course Description:

This class is delivered by a senior instructor with many years of real-world consulting experience and is specifically designed to prepare consultants to pass the Salesforce Certified Sales Cloud Consultant Exam. The instructor will cover all the key sales automation concepts within Salesforce in addition to sharing real world experiences and best practices.

Prerequisites:

Salesforce Administration & Configuration in Lightning Experience (SP-ADX201) or equivalent hands-on experience with Salesforce

Topics:

The class presents a broad range of topics cover just about everything on which a student will be tested. These topics include but are not limited to: Software Development Lifecycles, project management strategies, the Force.com architecture, the model, view, controller design pattern, and typical salesforce automation goals. There is in depth coverage of system security topics such as: Users, Licenses, Profiles, Field Level Security, Permission Sets, Delegated Administration, Record Security, Organization Wide Defaults, Role Hierarchy & Roles, Sharing Rules, Account Teams, Sales Teams, Territory Management & Queues.

The object model related to sales force automation is thoroughly covered as well with sections on: Accounts, Contacts & Person Accounts, Opportunities, Products & Price Books, Quotes, Forecasting, Assets, Contracts, Leads and Campaigns. Finally, topics concerning integration, success metrics, analytics and best practices will be explored.