(An Autonomous Institute with Permanent Affiliation to JNTUK, Kakinada)

Seshadri Rao Knowledge Village, Gudlavalleru



Department of Computer Science and Engineering

Workshop on

"Sales force ADX 201"

(An Autonomous Institute with Permanent Affiliation to JNTUK, Kakinada) Seshadri Rao Knowledge Village :: Gudlavalleru

Department of Computer Science and Engineering

CIRCULAR

16th September 2019

This is to inform III B.Tech I semester CSE & IT students that the department is organizing one week Workshop on "Salesforce ADX 201" by ICT Academy from 23rd - 27th Sep. In this regard, the interested students can register for the workshop with Mrs. K.Nandini, Asst. Prof of CSE.

HoD, CSE

Head of the Department
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Keynote on Salesforce Essentials for Business Specialists

What is Salesforce?

Salesforce is a customer relationship management solution that brings companies and customers together. It is one integrated CRM platform that gives all your departments — including marketing, sales, commerce, and service — a single, shared view of every customer.

What is CRM?

Customer relationship management (CRM) is a technology for managing all your company's relationships and interactions with customers and potential customers. The goal is simple: Improve business relationships. A CRM system helps companies stay connected to customers, streamline processes, and improve profitability.

When people talk about CRM, they are usually referring to a CRM system, a tool that helps with contact management, sales management, productivity, and more.

A CRM solution helps you focus on your organization's relationships with individual people — including customers, service users, colleagues, or suppliers — throughout your lifecycle with them, including finding new customers, winning their business, and providing support and additional services throughout the relationship.

What is Salesforce Trailhead?

Trailhead is the fun way to learn and empowers everyone to skill up for the future. With Trailhead, Trailblazers are transforming their careers, their companies and their communities.

The big idea behind Trailhead?

- Accessible learning make it free and available to anyone regardless of background, age, gender, ability, learning style, or belief
- Gamified learning make it engaging, hands-on, motivational and fun, help people to reach their learning goals.
- Short, bite-sized content make it easy to consume wherever, whenever and remove the intimidation of learning a new skill.
- Life-long learning make it continuous with fresh content that keeps up with the latest technology trends.

Theme of FDP

Completing the Business Administration Specialist Superbadge in Salesforce Trailhead.

What You'll Be Doing to Earn This Superbadge

- · Clean and import account data
- Create users and manage access
- Create email templates for new marketing needs
- Configure UI tools for a new product type
- Create reports and dashboards 5.5
- Manage and apply Chatter tools

Concepts Tested in This Superbadge

- Data import
- User permissions and management
- Email templates
- UI configuration
- Reports and dashboards in Lightning Experience

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING Sales force ADX201 WORKSHOP ATTENDANCE SHEET

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Date: 24/9/19

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Date: 25/9/19

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25	17481A0595	KOTA RENCY	K-Rency	K. Rency
26	17481A0598	KUCHIPUDI ANUSHA	K. Anyha	k. Anusha
27	17481A05A2	MADDU PRATHIBHA		Peathibha
28	17481A05A4	MANDAPATI HEMA	M'Hema	M. Hema.
29	17481A05A5	MARNI THARUN KISHORE	M. Thasun	Mithaun
30	17481A05A7	MATLAPUDI JAYA ABHIGNA	My abhign	M.T. dist.
31	17481A05B9	M. ARDRA MEGHANA SIMON	Meghana	meghana meghana
32	17481A05C4	NEMMALURU SNEHA PRIYA	N. Sheha	N. Sneha

S.No	Roll No.	Roll No. Name of the Student	Signature	
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33	17481A05D0	PAMARTHI JAHNAVI DEVI	P. Jahnaui	J. Jahnou
34	17481A05D3	PARASARLA NIVAS	P. Nivas,	P. Nivas
35	17481A05D4	P. PAVAN SAI KRISHNA	Pomy	& Parule
36	17481A05D6	PATNALA KALPANA	P. Kalpana	Philippine
37	17481A05D7	PATNALA VENKATA SAI	P. venkoja Sai	Diventata &
38	17481A05D9	PAVULURI HEMA SUJATHA	ho leme	1 R Hema
39	17481A05E0	PECHETTI VINAY VARSHITH	7. Dury Dan	to Out
40	17481A05E1	PILLI VAISHNAVI SINDHU	P. V. Sindhu	P. V. Sindhu
41	17481A05E4	PONNAPATI KAVYA	P-kavya	Pekayyo
42	17481A05E9	P. L.NAGA SOWJANYA	-ABSENT-	4
43	17481A05G5	S.TARA VIJAYA LAKSHMI	Taga-	Tana:
44	17481A05G9	SUGASANI AKHILA SRI	Sakhilasti	8 Akhilasni
45	17481A05H0	S. V. J.KRISHNA SAARUPYA	S. Oushui	Bayshi
46	17481A05H9	TIRIVEEDULA SRAVANI	T. Seaverni	T. Gravam
47	17481A05I2	TUMMALA EEKSHITHA	T. Eckshitha	
48	17481A05I3	UDATHU MANASA	U. Mainassa	12. Manasa
49	17481A0518	VADDI POOJITHA	V-Pooistha	V. Poojitha
50	17481A05J7	VUYYURU KARTHIK REDDY	V-Karthik.	VKRYKIKPE
51	17481A05J9	YASASVI KAMMILI	+ABSENT +	VESTINA
52	17481A05K3	KOTA SIVA NARAYANA	K.Siva	K. Siva
53	17481A05K6	MERUGUMALA DIVYA SRI	M. Divya Sri	M. Divye In
54	17481A05L0	K. VENKATA RUCHITHA	Kr. Rudilla	
55	17481A05L2	B. L. HARI PRASANNA	B.L.H.prasuma	B. L. H. Doasann
56	17481A05L5	KALLURI SARVANI	< ABSENT+)
57	17481A05L8	MAMIDISETTY SRAVANI	M. Sva vaui	M-Sravani
58	17481A05L9	GANTA VANDANA	Glandara	G. Undana
59	17481A05M3	MANYAM SRINIHARIKA		M. Sainkharika
50	17481A05N0	ALLAMNENI JAYANTH	A.Jayanth.	A.Jayonth
1	16481A0548	G. S. KRISHNA CHAITANYA	G.S.K.Chaitamp	
2	16481A0579	K. RADHA SAHITI	K.R. Pahili	←AB →
3	17485A0518	K JAYANJALI	k Jayanali	CAB -
4	15481A0507	A BRAHMENDRA REDDY	A Blank	ABROSCOT
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(An Autonomous Institute with Permanent Affiliation to JNTUK, Kakinada) Seshadri Rao Knowledge Village ,Gudlavalleru

DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING Sales force ADX201 WORKSHOP ATTENDANCE SHEET

Date: 27/9/19

			Date:27(9/19	
S.No	Roll No.	Roll No. Name of the Student		ature
		V	Fore Noon	After Noon
1	17481A0501	ACHANTA KAVYA SRI	A. Kayın Sri	
2	17481A0502	ADAPA DEEPTHI	ADrepthi	
3	17481A0503	ADDANKI VEENA MADHURI	A Veena Madhui	A Veena Made
4	17481A0508	ASMA BEGUM	Asma Begun	A Asm Beg
5	17481A0509	ATTUNURU NAVYA SRI	A-Navyasii	A. Navyaš
6	17481A0515	BATTINA LAKSHMI BHARATHI	B.L. Blowath	: Bhaeathi
7	17481A0516	B. MOHANA SOWMYA	B Molar Sawinga	1. Holas Sour
8	17481A0525	CHADALAVADA DASHARNA	ch. washarna	ch pachorn
9	17481A0529	CHINTA JEEVANAJYOTHI	ch Jeevane Sto	ch Lecremo Ly
10	17481A0530	CHINTA MOUNIKA	Ch. Mounik	
11	17481A0533	DAKA SANDHYA	D. Sandleya	A STATE OF THE PARTY OF THE PAR
12	17481A0537	DEVANABOINA RAMA SAI	D. Rama So	DRamas
13	17481A0539	DONEPALLI SRAVANTHI	D. Sagvanthi	
14	17481A0552	GRANDHI SAI NITISH	G. G. With	G win ivi8
15	17481A0554	GUMPA GAYATHRI PRIYA	G. Gayathiring	- The state of the
16	17481A0562	J. S. S. SOWMYA KUMARI	J. Socomya	J. Sowanyo
17	17481A0567	KAKANI PRAGNA	k. pragna	K. gragna
18	17481A0579	КНАТЕЕЈА	Khategial	< AB ->
19	17481A0582	KODE SAI GAYATHRI	Kenianathi	besultish.
20	17481A0583	K.MONIKA KEERTHANA	K-Monte.	K. Movele
21	17481A0584	KOLLA VENKATESH	v.venkatach.	V Venkatuh
22	17481A0586	K JHANSI LAKSHMI	K Thansi lakshmi	k Short lakthori
23	17481A0588	K.LAKSHMI SUPRAJA	K. L. Supraja	A CONTRACTOR
24	17481A0592	K.TEJA PRAVEEN KUMAR	KTP: Kumal	
25	17481A0595	KOTA RENCY	K-Rency	K. Rency
26	17481A0598	KUCHIPUDI ANUSHA	K Anythe	K-Anusha
27	17481A05A2	MADDU PRATHIBHA	M.Peathibha	NSVA SE INTERNACIONAL
28	17481A05A4	MANDAPATI HEMA	M Hona	Mittena.
29	17481A05A5	MARNI THARUN KISHORE	M-Thanus	Milygrun
30	17481A05A7	MATLAPUDI JAYA ABHIGNA	M. Takeler	MI Aele
31	17481A05B9	M. ARDRA MEGHANA SIMON	Meghara	Meghana
32	17481A05C4	NEMMALURU SNEHA PRIYA	N Sneha Prins	N Sneha Dico

S.No	Roll No.	Roll No. Name of the Student	Sig	nature
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33	17481A05D0	PAMARTHI JAHNAVI DEVI	P. Jahrau	P. Jahna
34	17481A05D3	PARASARLA NIVAS	P. Nivas	P. N. EVas
35	17481A05D4	P. PAVAN SAI KRISHNA	Parantak	in Pararyta
36	17481A05D6	PATNALA KALPANA	P. Kalpang	
37	17481A05D7	PATNALA VENKATA SAI	Prenkata Si	Prenkota
38	17481A05D9	PAVULURI HEMA SUJATHA	to Hema.	pe flema
39	17481A05E0	PECHETTI VINAY VARSHITH	P. a. Dad	+ Que Car
40	17481A05E1	PILLI VAISHNAVI SINDHU	P.V. Sindhu	
41	17481A05E4	PONNAPATI KAVYA	P-kavya	P. kavya
42	17481A05E9	P. L.NAGA SOWJANYA	< AR -	1
43	17481A05G5	S.TARA VIJAYA LAKSHMI	Tasa	Targi
44	17481A05G9	SUGASANI AKHILA SRI	S'Arbila m	1 / 2
45	17481A05H0	S. V. J.KRISHNA SAARUPYA	S (Wy Shnavi	
46	17481A05H9	TIRIVEEDULA SRAVANI	T- Smyoni	T- Snavan
47	17481A0512	TUMMALA EEKSHITHA	Tiechshitha	T. Ecksbuth
48	17481A05I3	UDATHU MANASA	U. Manasa	U. Maras
49	17481A0518	VADDI РООЛТНА	W/ Pooi fitha	V. Popiitha
50	17481A05J7	VUYYURU KARTHIK REDDY	V. Karthik Ro	
51	17481A05J9	YASASVI KAMMILI	K. Yasavi	K. Yasasvi
52	17481A05K3	KOTA SIVA NARAYANA	Kisiva	K.Siva
53	17481A05K6	MERUGUMALA DIVYA SRI	M. Dingasi	M. Dinyeli
54	17481A05L0	K. VENKATA RUCHITHA	K. V. Ruchite	The second second second
55	17481A05L2	B. L. HARI PRASANNA	B.L.H. Doasann	
6	17481A05L5	KALLURI SARVANI	← AB→	←AB →
7	17481A05L8	MAMIDISETTY SRAVANI	M-Sravani	M. Sravani
8	17481A05L9	GANTA VANDANA	G. Vandana	3. Vandan
9	17481A05M3	MANYAM SRINIHARIKA	M.Sou Nitrovika	M. Sni Nitanko
0	17481A05N0	ALLAMNENI JAYANTH	0 11	A zovanth.
I	16481A0548	G. S. KRISHNA CHAITANYA	G.S.K.Chailanua	Q-SIC Mailano
2	16481A0579	K. RADHA SAHITI	K.R.S.huti	K.P.C.L.T.
3	17485A0518	K JAYANJALI	K Jayanjali	& Tayanial
4	15481A0507	A BRAHMENDRA REDDY	A.B. Nocey	A BREEL
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Hop, CSE Head of the Department Computer Science & Engineering Gudlavalleru Engineering College GUDLAVALLERU • 521 356



CLASS COMPLETION CERTIFICATE

Presented to:

Battina Lakshmi Bharathi

for the successful completion of:

Lightning Experience Reports and Dashboard Specialist Superbadge Business Administration Specialist Supderbadge Security Specalist Superbadge

Date: September 28th, 2019





CLASS COMPLETION CERTIFICATE

Presented to:

Bezawada Mohana Sowmya

for the successful completion of:

Lightning Experience Reports and Dashboard Specialist Superbadge Business Administration Specialist Supderbadge Security Specalist Superbadge

Date: September 28th, 2019





CLASS COMPLETION CERTIFICATE

Presented to:

Ch.Jeevana Jyothi

for the successful completion of:

Lightning Experience Reports and Dashboard Specialist Superbadge Business Administration Specialist Supderbadge Security Specalist Superbadge

Date: September 28th, 2019

sales*f*orce

PROGRAM REPORT

Name of the Program: Workshop on "Sales force ADX 201"

Date: 23rd to 27th September 2019

Details of the Resource Person: P.Kranthi Kumar, Senior Technical Trainer, ICT Academy

Objective of the Program:

To know how raise the total sales numbers in each period, generally each week, month

or quarter.

• Sales forces record the number of customers served daily, and sales managers view

detailed reports displaying trends in daily sales volume.

Outcomes of the Program:

Student can increase there analytical skills.

• Student can make the Deployment of Account Planning properly.

No. of Participants:75

Concluding Remarks:

Sales force has essentially changed how enterprise software is delivered and used. Its software is cloud-based and hence doesn't need IT experts to set up a, experts, Sales force has defined the ideal way as to how to connect with customers. Building a meaningful and lasting bond with the customers, identifying their needs, addressing problems faster, and deploy apps

that are customer-focused is all possible through Sales force.

RA

Coordinator

Head of the Depar

Head of the Department Computer Science and Engineering Gudlavalleru Engineering College Seshadri Rao Knowledge Village GUDLAVALLERU - 521 356





Summary Of Workshop

BSX Faculty Ambassador programme

Course Overview

The Salesforce Fundamentals for Business Administration Specialists course will provide you with an understanding of what's possible with the Salesforce platform, its specific applications, and their business values and benefits. You will be given an overview of the Salesforce Clouds and how they integrate and interconnect. By learning the features and processes of the platform, you will be able to more effectively support day-to-day salesforce business operations within your organization.

Course Objective

Through the interactive lectures, discussions, and hands-on exercises, you will learn to recognize the important elements of the implementation lifecycle, the key considerations to drive user adoption, and the important elements of ongoing management of your Salesforce environment.

Agenda:

Module1: Reports & Dashboards for Lightning Experience

Unit 1: Introduction to Reports and Dashboards in Lightning Experience

Unit 2: Create Reports with the Report Builder

Unit 3: Format Reports

Unit 4: Visualize Your Data with the Lightning Dashboard Builder

Unit 5: Extend Your Reporting Strategy with AppExchange

Module 2: Data Security

Overview of Data Security

Control Access to Fields

Control Access to Records

Control Access to Objects

Create a Role Hierarchy

Module 3: Customize an Org to Support a New Business Unit

Manage User Access

Manage Chatter

Modify Your Data Model

Configure email letterhead and Template

Automate Your Business Process

Module 4: Create Reports and Dashboards for Sales and Marketing Managers

Cleate Report and Dashboard Folders

Cleate a Simple Custom Report

Filter Your Reports

Gloup and Categorize Your Data

Use summary formulas in your reports

Manage Reported Data

Visualize Your data