

## Salesforce Sales Cloud Consultant

### 1. Introduction to Sales Cloud

- Overview of Salesforce Sales Cloud
- Key Features and Benefits for Sales Teams
- Introduction to Lightning Experience

### 2. Configuring Sales Cloud for Success

- Setting Up Sales Cloud: Organization-wide settings
- Customizing Sales Processes
- Configuring Opportunity Stages and Sales Path

### 3. Managing Leads and Opportunities

- Lead Management Best Practices
- Opportunity Management and Forecasting
- Using Sales Cloud Reports for Insights

### Afternoon Session: Advanced Sales Cloud Features and Best Practices 4. Salesforce Engage and Sales Productivity Tools

- Overview of Salesforce Engage
- Implementing Sales Productivity Tools
- Enhancing Sales Team Collaboration

### 5. Automation and Workflow Rules

- Streamlining Business Processes with Workflow Rules
- Automation Best Practices
- Creating Time-based Workflow Rules

### 6. Data Quality and Compliance

- Data Quality Management
- Data Validation Rules and Data Enrichment
- Compliance and Security Best Practices

### Closing Session: Exam Preparation and Q&A 7. Sales Cloud Consultant Exam Overview

- Understanding the Salesforce Sales Cloud Consultant Exam
- Tips for Exam Preparation
- Practice Questions and Group Discussion

### 8. Q&A and Course Wrap-Up

- Addressing Participant Questions
- Providing Additional Resources for Further Learning
- Course Evaluation and Feedback