

“Techno – Social Excellence”  
Marathwada Mitra Mandal’s  
**INSTITUTE OF TECHNOLOGY (MMIT)**  
Lohgaon, Pune - 411 047



“येथे बहुतांचे हित”

“Towards Ubiquitous Computing Technology”  
**DEPARTMENT OF COMPUTER ENGINEERING**

**FDP Report**

**Salesforce  
Business Administration Specialists**

**On dated**

**03<sup>rd</sup> June 2019 To 7<sup>th</sup> June 2019**



**Salesforce.com**  
Software company

## EXECUTIVE SUMMARY

Department Of Computer Engineering, Marathwada Mitra Mandal's Institute of Technology (MMIT) arranged 5 days FDP on Salesforce Business Administration Specialists 3<sup>rd</sup> June 2019 To 7th June 2019 with 23 Faculty. The purpose of the FDP is to enhance industry exposure of the participants, get practical insights into BAI.

## INAUGURATION

Department of Computer Engineering, Marathwada Mitra Mandal's Institute of Technology (MMIT) welcomes the session chair members.



Inauguration

## 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 components of ongoing management of your Salesforce environment.

## **AGENDA**

### **Module 1: 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**

Create Report and Dashboard Folders

Create a Simple Custom Report

Filter Your Reports

Group and Categorize Your Data

Use summary formulas in your reports

Manage Reported Data

Visualize Your data

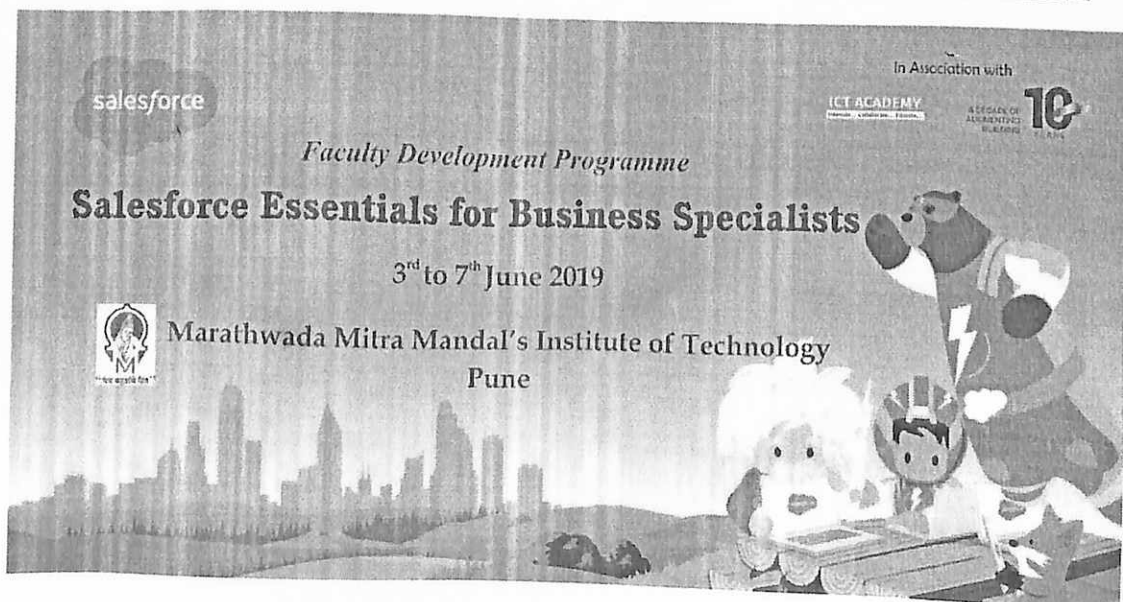
## **APPRECIATION**

The participants of the FDP wish to thank Mr. Dinesh Kumar Gandhi, and all the staff from ICT & MMIT for their dedication to show all aspects of the Process, making the FDP is a valuable learning experience.



**All Participants of FDP**

**Glimpses of FDP**



**Banner Of FDP**

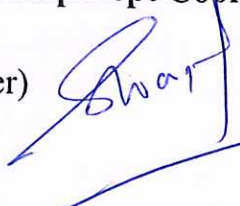




**Mr. Dinesh Kumar Gandhi And Mr. Milind Phutane Sir From ICT**

**COORDINATOR & MEMBERS:-**

**1. Prof. S. G. Rathod ( HOD, Comp Dept Coordinator)**

**2. Prof. S. S. Chaudhari (Member)**

  
  
  
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**Computer Engg.**  
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