

## SALESFORCE DEVELOPER

**TOTAL DURATION: 50HRS**

| TABLE 1: COURSE OBJECTIVES AND LEARNING OUTCOMES  |   |
|---|---|
| Overall Course Objective  | Learning Outcome  |
| To train participants in developing custom applications on the Salesforce platform, including Apex programming, Lightning Web Components, integration, and best deployment practices. | Participants will build custom Salesforce apps, write Apex code, create Lightning components, integrate external services, and follow best practices in deployment and maintenance. |

| TABLE 2: MODULE-WISE COURSE CONTENT AND OUTCOME |                                |                                    |  |                |
|---|--------------------------------|------------------------------------|--|----------------|
| SL.NO   | MODULE NAME                    | MODULE CONTENT                     | MODULE LEARNING OUTCOME                    | DURATION (HRS) |
| 1   | Salesforce Platform Basics     | CRM concepts, Salesforce org setup | Understand Salesforce environment          | 5              |
| 2   | Data Modeling                  | Objects, fields, relationships     | Model data effectively                     | 5              |
| 3   | Apex Programming               | Apex syntax, triggers, SOQL        | Write Apex code for business logic         | 5              |
| 4   | Lightning Web Components (LWC) | Component structure, events        | Build interactive UIs with LWCs            | 5              |
| 5   | Visualforce Pages              | VF syntax, controllers             | Create custom pages                        | 5              |
| 6   | Integrations                   | REST, SOAP, callouts               | Integrate Salesforce with external systems | 5              |
| 7   | Security & Compliance          | Profiles, roles, sharing rules     | Secure data and enforce access controls    | 5              |
| 8   | Testing & Debugging            | Apex tests, logs, CI/CD            | Ensure code quality and reliability        | 5              |

|    |                                |                               |   |   |
|----|--------------------------------|-------------------------------|---|---|
| 9  | Deployment & Change Management | Sandboxes, packages           | Deploy changes safely                       | 5 |
| 10 | Best Practices & Case Studies  | Coding standards, performance | Apply best practices for scalable solutions | 5 |

### OVERALL COURSE LEARNING OUTCOME ASSESSMENT CRITERIA AND USE CASES

| Learning Outcome         | Assessment Criteria                   | Use Cases   |
|--------------------------|---------------------------------------|---|
| Custom App Development   | Apex triggers, LWC components         | <b>Use Case 1:</b> Lead Conversion App with triggers<br><b>Use Case 2:</b> LWC dashboard for data visualization     |
| Integration and Security | API callouts, correct access controls | <b>Use Case 1:</b> External Inventory System via REST<br><b>Use Case 2:</b> Sharing rules for different user groups |
| Testing & Deployment     | Test coverage, smooth migration       | <b>Use Case 1:</b> Apex Test Classes for logic validation<br><b>Use Case 2:</b> Change Sets to production           |

**TABLE 4: LIST OF FINAL PROJECTS (20 PROJECTS)**

| SL.NO | FINAL PROJECT                           |
|-------|---|
| 1     | Custom Lead Management App              |
| 2     | LWC-based Contact Profile Dashboard     |
| 3     | Visualforce Product Catalog             |
| 4     | Integration with Payment Gateway        |
| 5     | Service Case Management (Email-to-Case) |
| 6     | Apex Scheduler for Automated Alerts     |
| 7     | Partner Community Customization         |
| 8     | Quote Generation App with LWCs          |
| 9     | Approval Process Extensions             |

|    |  |
|----|--|
| 10 | Custom Forecasting Dashboard                   |
| 11 | Inventory Update Integration (ERP)             |
| 12 | Security Audit Setup                           |
| 13 | Chatter Integration                            |
| 14 | Batch Apex for Data Cleansing                  |
| 15 | Deployment via Metadata API                    |
| 16 | SOQL Query Optimization                        |
| 17 | Managed Package Creation                       |
| 18 | CI/CD Pipeline with Salesforce DX              |
| 19 | Lightning Flows for Automation                 |
| 20 | Reporting & Analytics with Custom Report Types |

| TABLE 5: COURSE ASSESSMENT RUBRICS (TOTAL MARKS: 100) |                                  |  |                                     |       |
|---|----------------------------------|--|-------------------------------------|-------|
| Assessment Criteria                                   | Fair                             | Good                                   | Excellent                           | Marks |
| Functionality & Apex Code                             | Basic triggers, some errors      | Clean triggers, correct logic          | Robust code, follows best patterns  | 35    |
| LWC/UI & Integration                                  | Simple UI, limited integration   | Good UI components, stable integration | Engaging UI, seamless integrations  | 35    |
| Testing & Deployment Practices                        | Low test coverage, ad-hoc deploy | Adequate tests, structured deploy      | High coverage, CI/CD best practices | 30    |