

## Salesforce Training for Management (SLS200)

Besant Technologies Sales Force Management training is designed for professionals who manage sales teams. No prior knowledge of Salesforce is needed. Boost your Leadership ability to extract relevant data, Evaluate Team Performance, identifying and correcting low Conversion rates.

### Learning Objectives

This Course will Teach you in the below areas

- Create List Views, Reports and Dashboards to track team activities
- Translate existing excel spreadsheets into modern Salesforce Lightning reports
- Run weekly & quarterly pipeline reviews using Salesforce Kanban Opportunity Board

### Course Syllabus

- Sales Force Selection, Recruitment, Motivation, and Evaluation
- Overview of Recruitment Process
- Employment Tests
- Sales Training Development Process - Part 1
- Sales Training Development Process - Part 2
- Sales Force Recruitment
- The Role of Training in Sales Force Development
- Motivating the Sales Force
- Sales Force Evaluation

### Course Review

This course covers help me to know everything about sales force management. Thanks to Besant Team for helping me on Offering CRM Login Credentials with Live Data.