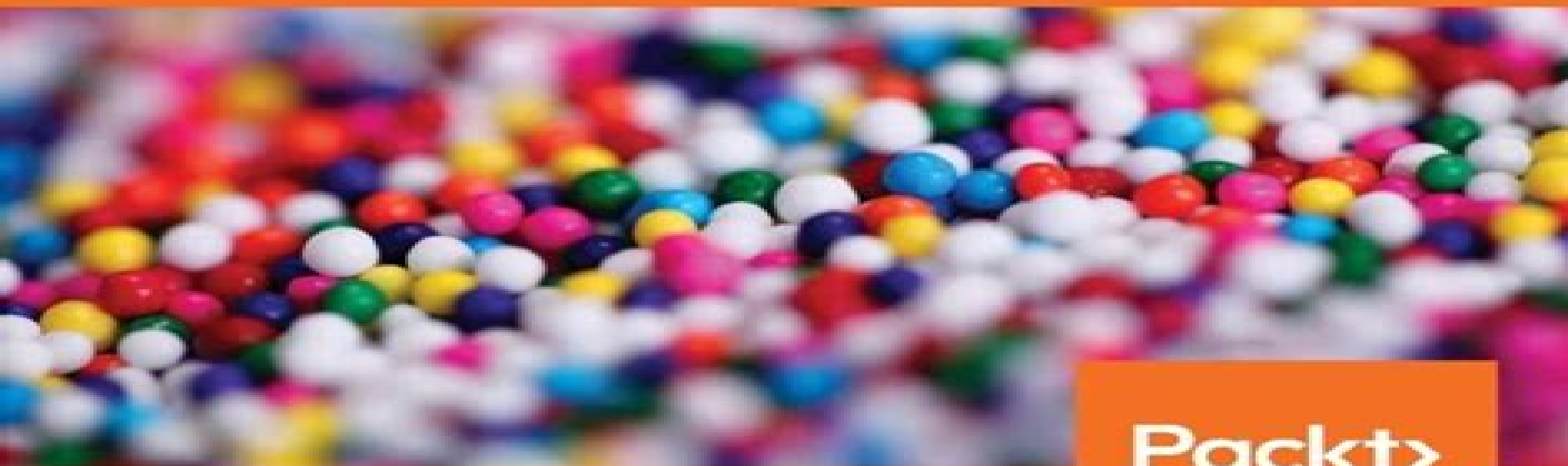


Salesforce for Beginners

A step-by-step guide to creating, managing, and automating sales and marketing processes



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Sharif Shaalan

Salesforce Beginners Guide

Vijay Kumar



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Salesforce for Beginners Sharif Shaalan, 2020-05-29 Get a 360 degree view of the Salesforce platform and learn how to use it for sales service marketing and automating business processes Key Features Understand how to use core Salesforce objects for maximum efficiency Build various dashboards and reports to analyze results and improve visibility in your business processes Learn the basics of Salesforce administration and mobile app set up Book Description Salesforce is the world's leading Customer Relationship Management CRM software helping businesses connect with their constituents and partners This book will give you a comprehensive introduction to managing sales marketing customer relationships and overall administration for your organization You'll learn how to configure and use Salesforce for maximum efficiency and return on investment You'll start by learning how to create activities manage leads and develop your prospects and sales pipeline using opportunities and accounts and then understand how you can enhance marketing activities using campaigns Packed with real world business use cases this Salesforce book will show you how to analyze your business information accurately to make productive decisions As you advance you'll get to grips with building various reports and dashboards in Salesforce to derive valuable business insights Finally you'll explore tools such as process builder approval processes and assignment rules to achieve business process automation and set out on the path to becoming a successful Salesforce Administrator By the end of the book you'll have learned how to use Salesforce effectively to achieve your business goals What you will learn Understand the difference between Salesforce Lightning and Salesforce Classic Create and manage leads in Salesforce Explore business development with accounts and contacts in Salesforce Find out how stages and sales processes help you manage your opportunity pipeline Achieve marketing goals using Salesforce campaigns Perform business analysis using reports and dashboards Gain a high level overview of the items in the administration section Grasp the different aspects needed to build an effective and flexible Salesforce security model Who this book is for If you're new to Salesforce and want to learn it from scratch this book is for you No prior knowledge of Salesforce is required to get started with this book [Salesforce Administrator Tutorial for Beginners](#) Vijay Kumar, 2023-09-11 Salesforce eBook Overview This eBook is completely designed for that student who is interested to learn Salesforce from basic concept of Salesforce Administration Framework implementation with custom project scenarios In this course I have covered complete syllabus of Salesforce Administration Framework from basics to advance with real time scenarios based on live demo projects example in Salesforce This course is designed for developers who want to learn how to use the Salesforce Administration Framework to build custom user interfaces on the Salesforce platform It is suitable for developers who have experience with JavaScript and web development and want to learn how to use the Salesforce Administration Framework to build modern reactive user interfaces that can be easily integrated into Salesforce It is also suitable for experienced Salesforce developers who want to learn how to use the Salesforce Cloud Computing Framework to build more efficient and scalable user interfaces I have taken care of who are

brand new to start Salesforce Career as a developer and want to grow their Career in Salesforce development What are the requirements or prerequisites for taking this eBook Basic Knowledge of Computer Basic Knowledge of Internet Surfing Basic Knowledge of Salesforce Admin Concepts Who is this course for Software Professional Project Managers Developer Salesforce Administrator This course prepared for IT Professional and working on live project on office Students who learning Salesforce Administrator Students who learning Salesforce development This eBook prepared for that students who learning from internet and practice on his computer What will you be learn after taking this eBook I created Eleven Chapters to Complete the syllabus of Salesforce Administration Framework Chapter 1 Getting Started with Salesforce What is Salesforce Understanding its features and capabilities Cloud computing and CRM explained Different Salesforce editions and their features Setting up a Salesforce account and logging in Navigating the Salesforce interface Chapter 2 Building a Strong Foundation Understanding Salesforce objects records and fields Creating custom objects and fields in Salesforce Data types and best practices for field creation Implementing data validation rules and unique constraints Chapter 3 Managing Data in Salesforce Data import export techniques Data quality and cleansing strategies Using Data Loader and other tools for mass data management Introduction to Data Relationships Lookup Master Detail and Junction objects Chapter 4 Automating Processes with Workflows and Process Builder Introduction to automation in Salesforce Creating and managing workflows Utilizing Process Builder for more complex automation Best practices for designing efficient workflows Chapter 5 Customizing User Experience with Visualforce and Lightning Components Understanding user interfaces Classic vs Lightning Introduction to Visualforce creating custom pages and components Building Lightning Components for enhanced user experience Integrating Lightning Components with Visualforce pages Chapter 6 Mastering Reports and Dashboards Importance of Reports and Dashboards in Salesforce Creating custom reports with various criteria and filters Designing insightful dashboards to display key metrics Sharing and scheduling reports and dashboards Chapter 7 Security and Access Management Overview of Salesforce security features Implementing user authentication and authorization Setting up profiles permission sets and role hierarchies Data sharing rules and record level security Chapter 8 Introduction to the Salesforce AppExchange Exploring and installing third party apps Best practices for evaluating and selecting apps Considerations for app integration and compatibility Chapter 9 Mobile Productivity with Salesforce Mobile App Benefits of mobile access to Salesforce Features and capabilities of the Salesforce Mobile App Configuring and customizing the mobile experience Security considerations for mobile usage Chapter 10 Advanced Administration and Development Introduction to Apex Salesforce s programming language Creating triggers classes and controllers An overview of Lightning Web Components Integrating Salesforce with external systems using APIs Chapter 11 Best Practices for Salesforce Success Tips for effective Salesforce administration Data backup and disaster recovery strategies Continuous learning and staying up to date with Salesforce updates Case studies showcasing successful Salesforce implementations

Salesforce for Beginners

Sharif Shaalan, Timothy Royer, 2022-10-31 Learn how to leverage the Salesforce platform for sales service marketing and automating business activities from a 360 degree perspective Purchase of the print or Kindle book includes a free eBook in the PDF format Key Features Automate business processes with Salesforce Flow the new replacement for workflow rules and process builders on the Salesforce platform Discover key data integrity and security concepts with new specially dedicated chapters Take your first steps in basic testing and debugging as a Salesforce professional Book Description The second edition of Salesforce for Beginners provides you with a holistic introduction to the Salesforce platform Whether you need help with the lead generation process Salesforce user management and data security or automating tasks with Salesforce Flow this book is for you Throughout this new edition you will find real world business use cases to demonstrate concepts screenshots of the latest UI displayed for screen navigation and exercises at the end of every chapter to test your newfound knowledge Working with the world's leading CRM software you will learn how to create activities manage leads develop your prospects and sales pipeline using opportunities and accounts and understand how you can enhance marketing activities using campaigns You will be able to take your administration skills to the next level as you approach real world user management topics such as ownership skew You will learn about data security on the Salesforce platform with an introduction to the role hierarchy system and user permissions and much more In this new edition you'll get to explore the popular automation tool Salesforce Flow You'll learn about the different flow types to employ how to construct your first flow and how to extensively test your flow This will allow you to come away from reading this book with a real functional flow for your business processes What you will learn Explore business development with leads accounts and contacts in Salesforce Find out how stages and sales processes help you manage your opportunity pipeline Achieve marketing goals using Salesforce campaigns Perform business analysis using reports and dashboards Practice automating business processes with Salesforce Flow Gain a high level overview of the items in the administration section Grasp the different aspects needed to build an effective Salesforce security model Who this book is for If you are new to Salesforce and want to learn it from scratch an administrator looking to build your Salesforce skills or a student looking to start a career in Salesforce this book is for you No prior knowledge of the Salesforce is required to get started with this book **Salesforce for Beginners:**

Jonathan K. Hari, 2025-06-24 Master the Power of Salesforce and Transform Your Business Unlock the full potential of Salesforce with this comprehensive guide designed for beginners and professionals alike Whether you're looking to streamline your business processes enhance customer relationships or elevate your career in CRM this book provides everything you need to get started and succeed With clear explanations real world examples and step by step guidance this resource makes Salesforce accessible to everyone No prior experience No problem This book walks you through the fundamentals and advanced techniques with ease empowering you to navigate Salesforce like a pro Inside This Book You'll Discover How to set up and customize Salesforce to fit your business needs Essential CRM concepts that drive efficiency and

sales growth Step by step guidance on managing leads contacts and opportunities Automation techniques to save time and boost productivity Insights into reports dashboards and data driven decision making Integration strategies to connect Salesforce with other essential tools Proven best practices for maximizing your Salesforce experience Whether you re a business owner sales professional or aspiring CRM expert this book is your ultimate roadmap to mastering Salesforce Scroll Up and Grab Your Copy Today **Salesforce Platform App Builder Certification Guide** Paul Goodey,2020-11-13 Get up to speed with the essential concepts and techniques necessary to prepare for the Salesforce Platform App Builder certification exam Key FeaturesPrepare for the Salesforce Platform App Builder certification exam by exploring important concepts and expert tips and techniquesDesign the data model user interface business logic and security for custom appsUnderstand the key milestones and considerations when managing an application lifecycleBook Description Do you want to be able to confidently design and build apps that support business processes within the Lightning Platform Salesforce Platform App Builder Certification Guide not only helps you to do this but also prepares you for the certification exam The book starts by describing the core capabilities of the Lightning Platform You ll learn techniques for data modeling to design build and deploy apps without writing code and achieve rapid results with the declarative capabilities that the Lightning Platform provides Next you ll explore utilities for importing and exporting data and the features available in the Lightning Platform to restrict and extend access to objects fields and records You ll also be able to customize the Salesforce Lightning Experience user interface UI and build functionality for custom buttons links and actions Later this certification study guide will take you through reporting and the social and mobile features of the Lightning Platform Finally you ll get to grips with Salesforce build environments and deployment options By the end of this Salesforce book you ll not only have learned how to build data models enforce data security and implement business logic and process automation but also have gained the confidence to pass the Platform App Builder exam and achieve Salesforce certification What you will learnExplore the core features of the Lightning PlatformDesign and build an appropriate data model for a given scenarioIdentify the Lightning Platform s features and capabilitiesCustomize the Salesforce Lightning Experience UIImplement business logic and process automationIdentify the capabilities of declarative customizationWho this book is for This book is for beginners and aspiring developers who want to learn how to build apps on the Salesforce Platform or pass the Salesforce Platform App Builder certification exam Salesforce administrators and existing Salesforce Lightning Platform developers looking to learn more about the declarative non programmatic app building capabilities of the Salesforce Lightning Platform will also find this book useful *Salesforce Data Architect Certification Guide* Aaron Allport,2022-11-18 Learn data architecture essentials and prepare for the Salesforce Certified Data Architect exam with the help of tips and mock test questions Key FeaturesLeverage data modelling Salesforce database design and techniques for effective data designLearn master data management Salesforce data management and how to include considerationsGet to grips with large data volumes performance tuning and

poor performance mitigation techniques

Book Description The Salesforce Data Architect is a prerequisite exam for the Application Architect half of the Salesforce Certified Technical Architect credential This book offers complete up to date coverage of the Salesforce Data Architect exam so you can take it with confidence The book is written in a clear succinct way with self assessment and practice exam questions covering all the topics necessary to help you pass the exam with ease You ll understand the theory around Salesforce data modeling database design master data management MDM Salesforce data management SDM and data governance Additionally performance considerations associated with large data volumes will be covered You ll also get to grips with data migration and understand the supporting theory needed to achieve Salesforce Data Architect certification By the end of this Salesforce book you ll have covered everything you need to know to pass the Salesforce Data Architect certification exam and have a handy on the job desktop reference guide to re visit the concepts

What you will learn Understand the topics relevant to passing the Salesforce Data Architect exam Explore specialist areas such as large data volumes Test your knowledge with the help of exam like questions Pick up useful tips and tricks that can be referred to time and again Understand the reasons underlying the way Salesforce data management works Discover the techniques that are available for loading massive amounts of data

Who this book is for This book is for both aspiring Salesforce data architects and those already familiar with Salesforce data architecture who want to pass the exam and have a reference guide to revisit the material as part of their day to day job Working knowledge of the Salesforce platform is assumed alongside a clear understanding of Salesforce architectural concepts

Salesforce CRM Administration Handbook
Krzysztof Nowacki, Mateusz Twarożek, 2024-04-30 Master the core concepts of Salesforce administration and gain a holistic understanding of the SF ecosystem that will also help you prepare for the Salesforce certification exam

Key Features Understand Salesforce architecture and security model Integrate Flow Builder with other Salesforce components for seamless automation Understand how to create and manage approval workflows in Salesforce

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Book Description Do you aspire to be a successful Salesforce administrator or consultant If yes then this step by step guide is for you Written by certified Salesforce professionals the Salesforce CRM Administration Handbook will take you through the intricacies of Salesforce covering objects records automation and much more while also prepping you for the Salesforce certification exam Starting with an overview of the capabilities and limitations of Salesforce you ll progress toward a holistic understanding of system architecture with real world examples including workarounds that enable the successful completion of projects As you delve deeper you ll learn about the fundamental concepts of a CRM system its purpose and the pivotal role of an administrator in the Salesforce lifecycle You ll also explore the basic structures of the entire Salesforce system and navigate confidently through the intricacies of security automation and reporting in the Sales Service Cloud By the end of this book you ll have the confidence you need to navigate Salesforce s backend seamlessly implement configuration changes effortlessly and communicate fluently in Salesforce terminology

What you will learn

Discover strategies to stay up to date with Salesforce releases Integrate Salesforce products seamlessly to meet diverse business needs Explore Sales and Service Cloud and its transformative impact on sales and customer support operations Master opportunity management for successful deal closures and pipeline forecasting Understand Salesforce Orgs managing users settings and customization Explore data import and export methods and data mapping Discover best practices mock tests and valuable tips and tricks to prepare for Salesforce certification Who this book is for This book is for aspiring Salesforce administrators and consultants looking to build a solid foundation in Salesforce products system setup and customization as well as advance their careers within the Salesforce ecosystem It s also a great resource for those preparing to take the Salesforce ADM 201 certification exam as it serves as an excellent supplement to the existing learning materials

Salesforce Mastery- A Comprehensive Guide Premkumar Reddy,2024-05-27 Salesforce Mastery A Comprehensive Guide serves as the preeminent resource for individuals seeking to navigate the complex environment of Salesforce the preeminent customer relationship management CRM system currently utilised by organisations This book serves as an all encompassing resource to assist individuals at all levels of expertise in Salesforce from those who are new to the platform to those who are seasoned professionals aiming to enhance their capabilities This comprehensive guide has been carefully constructed by experienced Salesforce professionals to accommodate users of all proficiency levels The instructional session commences with a comprehensive overview of Salesforce encompassing fundamental principles including interface navigation data management and comprehension of essential terminology Subsequently the curriculum advances to more sophisticated subjects such as integration automation and customisation enabling you to strategically utilise Salesforce in a manner that is optimal for the specific requirements of the organisation This book is distinguished by its strong focus on practicality Every chapter is replete with practical exercises case studies and real world illustrations that serve to strengthen comprehension and promote immediate implementation Whether you are a business user generating insights from data analysis an administrator configuring procedures or a developer constructing custom applications you will discover role specific guidance that is practical and easy to implement Furthermore you will acquire knowledge regarding emerging technologies industry trends and the constantly changing Salesforce ecosystem which will guarantee that you maintain a competitive edge in the vibrant business environment of the present day Salesforce Mastery A Comprehensive Guide provides the knowledge and abilities necessary to achieve success in initiatives such as driving marketing campaigns streamlining sales processes and enhancing customer service This book serves as more than simply a guide it is your trip partner towards Salesforce proficiency offering direction motivation and useful advice at every turn Consequently whether you are embarking on a new venture or seeking to enhance your proficiency immerse yourself in this all encompassing manual and enable your organisation to realise the complete capabilities of Salesforce **Agentforce** Martin Kihn,2025-06-09 Introducing AI agents the groundbreaking third wave of AI s integration in the workforce Agentforce

Harnessing the Agency of AI to Scale Grow and Lead Any Industry tells you how companies can create and control their own AI agents and build a virtual workforce. It goes behind the scenes on how Salesforce built a platform to drive AI agents solving problems like hallucinations and bias through a framework that gives agents strict roles, data sources, actions, guardrails, and channels to reach customers. This book draws from extensive research and exclusive access to Salesforce's leaders and their ambitious plan to dominate the race to develop and own the AI agent space. In this book, readers will find information on AI agents as a third wave of AI development that goes far beyond simple chatbots and co-pilots through harmonized data, Retrieval Augmented Generation (RAG), and Salesforce's innovative Atlas Reasoning Engine. Steps to develop prompt guidance, topic creation, areas of work, explicit instructions, and a menu of actions allowed. Salesforce customers such as Saks and OpenTable that are already using AI agents with success. The effects of AI and automation on the job market. Agentforce.

Harnessing the Agency of AI to Scale Grow and Lead Any Industry is an indispensable forward-thinking resource on the subject for all leaders in business seeking to supercharge their organizations' initiatives through the latest developments in a rapidly advancing field. *Salesforce B2C Solution Architect's Handbook* Mike King, Melissa Murphy, 2024-05-31

Design solutions across the Salesforce Customer 360 ecosystem with this definitive guide for Salesforce B2C solution architects covering B2C Commerce, Service Cloud, Data Cloud, and Marketing Cloud. Key Features: Create a frictionless customer experience and a unified view of all touchpoints. Avoid expensive rework by getting your architecture right the first time. Use real-world scenarios and best practices to prepare for the B2C Solution Architect certification exam. Purchase of the print or Kindle book includes a free PDF eBook.

Book Description: In today's competitive landscape, the ability to create a unified view of the customer and turn data into actionable insights is a game-changer for businesses. With *Salesforce B2C Solution Architect's Handbook*, you'll gain a deeper understanding of the integration options and products that help you deliver value for organizations. The book will guide you through the tools, techniques, and scenarios needed to confidently tackle the B2C Solution Architect exam. You'll start by building a robust understanding of each component within the Customer 360 ecosystem, diving into their capabilities, data models, and governance structures. As you progress, you'll explore the role of a B2C solution architect in planning critical requirements and implementation sequences to avoid costly reworks and unnecessary delays. You'll learn about the available options for integrating products with the Salesforce ecosystem and demonstrate best practices for data modeling across Salesforce products and beyond. By the end of this journey, you'll not only be prepared to ace the exam but also to excel as a Salesforce B2C Solution Architect, ready to shape the future of customer engagement.

What you will learn: Explore key Customer 360 products and their integration options. Choose the best integration architecture to unify data and experiences. Plan for requirements, design choices, and implementation sequences. Architect a single view of the customer to support service, marketing, and commerce. Integrate Customer 360 solutions into a single source of truth solution. Orchestrate data and user flows to support functionality from

multiple components Understand the capabilities and design considerations for Data Cloud Prepare for the B2C Solution Architect exam Who this book is for This book is for professionals in high level job roles that heavily rely on Salesforce proficiency It s primarily written for Salesforce technical architects application functional architects integration architects enterprise architects and CTO teams looking to benefit from a deeper understanding of this platform Before you get started you should understand the fundamentals of data integration APIs and connected systems in general along with knowledge of the basics of business to consumer B2C customer experiences

Hands-On Low-Code Application Development with Salesforce Enrico Murru, 2020-10-16 Explore a wide range of low code tools in the Salesforce platform for building customized CRM applications without writing any code Key Features Create apps with a rich user experience without paying for costly developers Leverage Salesforce Lightning Platform s declarative features to build professional grade applications Improve productivity with business process automation using Workflow Process Builder and Flow Book Description Low code platforms allow users to focus on business logic to create solutions without getting trapped in programming complexities Thanks to its powerful features for designing developing and deploying apps without having to hand code Salesforce is at the forefront of the low code development revolution This book will guide you in building creative applications for solving your business problems using the declarative framework provided by Salesforce You ll start by learning how to design your business data model with custom objects fields formulas and validation rules all secured by the Salesforce security model You ll then explore tools such as Workflow Process Builder Lightning Flow and Actions that will help you to automate your business processes with ease This book also shows you how to use Lightning App Builder to build personalized UIs for your Salesforce applications explains the value of creating community pages for your organization and teaches you how to customize them with Experience Builder Finally you ll work with the sandbox model deploy your solutions and deliver an effective release management strategy By the end of this Salesforce book you ll be ready to customize Salesforce CRM to meet your business requirements by creating unique solutions without writing a single line of code What you will learn Get to grips with the fundamentals of data modeling to enhance data quality Deliver dynamic configuration capabilities using custom settings and metadata types Secure your data by implementing the Salesforce security model Customize Salesforce applications with Lightning App Builder Create impressive pages for your community using Experience Builder Use Data Loader to import and export data without writing any code Embrace the Salesforce Ohana culture to share knowledge and learn from the global Salesforce community Who this book is for If you are a citizen developer business analyst Salesforce administrator or anyone interested in developing applications or solutions for business problems but lack technical knowledge this book is for you No prior programming experience is required

[Apex Trigger Mastery in Salesforce Development](#) Vijay Kumar, Apex Trigger eBook Overview Welcome to eBook Apex Trigger Mastery in Salesforce Development We are excited to help you through the complex world of Apex Triggers in this extensive online eBook Whether

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an overview of the fundamental concepts including the definition of cloud computing its history and the key players in the
industry As we progress you will learn about different cloud service models Infrastructure as a Service IaaS Platform as a
Service PaaS and Software as a Service SaaS and how they can be leveraged to meet various business needs Practical

examples and real world case studies are included to help you see how cloud computing is applied in different industries You will also find hands on exercises to practice your skills and deepen your understanding By the end of this book you will not only have a solid grasp of cloud computing fundamentals but also be equipped with the knowledge to explore more advanced topics and certifications

A Beginners Guide to Amazon Web Services Parul Dubey,Rohit Raja,2023-12-20 Amazon Web Services AWS provides on demand cloud computing platforms and application programming interfaces APIs to individuals companies and govern ments along with distributed computing processing capacity and software tools via AWS server farms This text presents a hands on approach for beginners to get started with Amazon Web Services AWS in a simple way Key Features It discusses topics such as Amazon Elastic Compute Cloud Elastic Load Balancing Auto Scaling Groups and Amazon Simple Storage Service It showcases Amazon Web Services identity access management resources and attribute based access control It covers serverless computing services Virtual Private Cloud Amazon Aurora and Amazon Comprehend It explains Amazon Web Services Free Tier Amazon Web Services Marketplace and Amazon Elastic Container Service It includes security in Amazon Web Services the shared responsibility model and high performance computing on Amazon Web Services The text is primarily written for graduate students professionals and academic researchers working in the fields of computer science engineering and information technology Parul Dubey is currently working as an Assistant professor in the Department of Artificial Intelligence at G H Raisoni College of Engineering Nagpur India She has filed for 15 Indian patents She is responsible for about 10 publications in conference proceedings Scopus and journals She has contributed book chapters in an edited book published by CRC Press and other reputed publishers She is also an AWS Certified Cloud Practitioner Rohit Raja is working as an associate professor and head in the Department of Information Technology at Guru Ghasidas Vishwavidyalaya Bilaspur India His research interests include facial recognition signal processing networking and data mining He has published 100 research papers in various international and national journals including publications by the IEEE Springer etc and proceedings of reputed international and national conferences again including publications by Springer and the IEEE

Data Science C. Raju,2023-08-21 Data science is a perfect blend of 10 per cent maths 20 per cent statistics 30 per cent common sense and 40 per cent applied knowledge While you can learn maths and statistics you need to accumulate certain experience for common sense to kick in and apply what you have learnt This introductory book on data science builds upon an individual s innate knowledge and arms you with the tools to use this interdisciplinary academic field in everyday scenarios With straightforward real world examples and applications it takes you on a path that may seem daunting but is made simple through Professor Raju s easy manner It endows you with a holistic and flawless understanding of the fundamental principles required to build a solid foundation in data science

Beginning Salesforce Developer Michael Wicherski,2017-12-05 Get started developing on the Force com platform in no time With step by step guidance starting with setting up your developer environment and progressing through to deploying to production you will learn

industry best practices to release robust custom applications with tangible benefits to your company or your client Geared specifically toward beginning developers Beginning Salesforce Developer establishes a strong understanding of basic code constructs through examples Rather than simply explaining how to use the platform you will receive a comprehensive understanding of why allowing you to address platform quirks and gotchas that might occur The book also serves to lay the foundation for continuing on to Salesforce Developer Pro What You ll Learn Configure your Salesforce development environment Understand the Salesforce data model and query languages Create basic Apex triggers Use standard controllers with basic Visualforce pages Utilize Visualforce with custom built Apex controllers Write test coverage Who This Book Is For Salesforce administrators who wish to transition into developing on the Force com platform The book also serves as a quick immersion into the world of development for complete beginners through proprietary Salesforce development languages on the Force com platform

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web apr 21 2023 *the time table indicates exam date of wbbme exams which are held for high madrasah alim fazil madrasa schools in west bengal that function under*