NexBlazers

Learn. Build. Grow.

INSTITUTIONAL TRAINING PROGRAMS

Salesforce Career Readiness Programs

Hands-on, industry-aligned training for college students across three Salesforce tracks: Administrator, Developer, and Agentforce & Data Cloud, with interview preparation and post-training support built in.

PROGRAM 01

Salesforce Administrator

Configure orgs, design data models, secure records with profiles and sharing, automate with Flow, migrate data with Data Loader and build reports and dashboards.

BEGINNER → ADVANCED

View curriculum →

PROGRAM 02

Salesforce Developer

Write Apex, triggers and asynchronous jobs, build Lightning Web Components, integrate external systems through REST, SOAP and Bulk APIs, and ship with CLI and Git.

INTERMEDIATE → ADVANCED

View curriculum →

PROGRAM 03

Agentforce & Data Cloud (Data 360)

Unify customer data with streams, data model objects and identity resolution, then build, ground, test and deploy AI agents with Agentforce and Prompt Builder.

INTERMEDIATE → ADVANCED

View curriculum →

EVERY PROGRAM INCLUDES

- Hands-on labs on live Salesforce orgs
- Interview-focused training
- Industry-experienced trainers
- Real-world business use cases
- One-on-one mock interviews
- Complete training materials
- Capstone project & presentation
- Certification pathway guidance
- Post-training doubt support

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SALESFORCE ADMINISTRATOR

Configure, secure and automate the platform

Students run a live Salesforce org end to end: model the data, control who sees what, automate processes with Flow and turn records into dashboards that leaders use.

THE SALESFORCE CONTEXT

Salesforce is a multi-tenant cloud CRM: every customer shares one platform and customises it through **metadata** rather than code. Admins own that layer — the objects and fields, the security model, the automation and the analytics — which is why the admin is the most in-demand entry point into the Salesforce ecosystem.

ROLES THIS PREPARES YOU FOR

Salesforce Administrator · Junior Business Analyst · CRM Executive · Support Admin

No coding required. Ideal first track for any branch.

1 CRM & Platform Foundations

- CRM, cloud and multi-tenant architecture
- Salesforce editions, clouds and Trailhead
- Org setup: company settings, currencies, fiscal year
- Standard objects: Accounts, Contacts, Leads, Opportunities, Cases
- Navigating Setup, Object Manager and the App Launcher

2 Data Model & User Interface

- Custom objects, fields and record types
- Lookup, master-detail and junction relationships
- Schema Builder, validation rules and formula fields
- Page layouts, Lightning App Builder and Dynamic Forms
- Picklists, global value sets and dependent fields

3 Security & Access

- Users, profiles, permission sets and groups
- Org-wide defaults, role hierarchy and sharing rules
- Field-level security and restriction rules
- Login policies, MFA and Setup Audit Trail
- Debugging access with sharing and login-as tools

4 Automation & Data Management

- Flow Builder: record-triggered, screen and scheduled flows
- Approval processes and email alerts
- Data Import Wizard and Data Loader
- External IDs, duplicate and matching rules
- Data quality, backups and scheduled data export

5 Analytics, Sales & Service

- Reports, custom report types and dashboards
- Sales Cloud: lead-to-cash, pipeline and forecasting
- Service Cloud: cases, queues, assignment and escalation
- Sandboxes, change sets and AppExchange
- Release notes and seasonal update planning

6 Capstone: Configure an Org for a Real Business

- Design the data model and security for a sample company
- Automate the sales process with Flow and approvals
- Migrate legacy records with Data Loader
- Present dashboards to a review panel

USE CASES

- Sales & lead management
- Customer service & case routing
- Legacy data migration
- Executive dashboards

TOOLS

Setup · Object Manager · Flow Builder · Lightning App Builder · Data Loader · Import Wizard · Reports

CERTIFICATION PATH

- Platform Administrator
- Platform App Builder
- Platform Administrator II

SALESFORCE DEVELOPER

From Apex and LWC to APIs and DevOps

Students write and test code on the Salesforce Platform, build modern Lightning Web Components and connect Salesforce to external systems through secure APIs.

THE SALESFORCE CONTEXT

When clicks are not enough, developers extend the platform with **Apex** (a Java-like server language), **Lightning Web Components** (standards-based JavaScript UI) and **APIs**. Because every org shares the same runtime, code must respect governor limits and be bulk-safe — the core skill this track drills, along with tests, source control and integration.

ROLES THIS PREPARES YOU FOR

- Salesforce Developer
- Integration Developer
- LWC / Front-end Developer
- Technical Consultant

Recommended: basic programming (Java, C# or JavaScript) or the Admin track first.

1 Apex Fundamentals

- Apex syntax, data types, collections and OOP
- SOQL, SOSL, DML and transaction control
- Governor limits and bulkification patterns
- Debug logs and Developer Console
- Classes, interfaces and design patterns in Apex

2 Triggers & Asynchronous Apex

- Trigger handler framework and order of execution
- Future, Queueable, Batch and Scheduled Apex
- Platform events and change data capture
- Exception handling and error logging
- Avoiding recursion and mixed-DML pitfalls

3 Lightning Web Components

- LWC fundamentals: HTML, JavaScript, decorators
- Lightning Data Service and @wire adapters
- Calling Apex, events and Lightning Message Service
- SLDS styling and Jest unit tests
- Exposing components in App Builder and flows

4 Integration & APIs

- REST and SOAP APIs, inbound and outbound
- Bulk API 2.0 for large data volumes
- OAuth 2.0, connected apps and external client apps
- Named and external credentials, Apex callouts
- API testing with Postman and Workbench

5 Testing & DevOps

- Apex test classes, test data factory and mocks
- Salesforce CLI, scratch orgs and sandboxes
- VS Code, Git branching and pull requests
- Deployments and DevOps Center basics
- Code review, static analysis and best practices

6 Capstone: Integrated Business Application

- Build an LWC app backed by bulk-safe Apex
- Sync records with an external system via REST
- Reach full test coverage and deploy from Git
- Walk a review panel through the code

USE CASES

- Custom quoting & pricing logic
- Payment / ERP integration
- High-volume data jobs
- Custom UI components
- Real-time event-driven sync

TOOLS

VS Code · Salesforce CLI · Git · Postman · Workbench · Developer Console · Jest

CERTIFICATION PATH

- Platform Developer
- JavaScript Developer
- Platform Developer II

AGENTFORCE & DATA CLOUD (DATA 360)

Unify customer data, then put AI agents to work

Students connect data sources into Data 360, build unified customer profiles and use them to ground Agentforce agents that take real actions safely.

THE SALESFORCE CONTEXT

Agentforce is Salesforce's platform for autonomous AI agents that reason over a request and act through Flow, Apex and prompts. Agents are only as good as their data, so **Data 360** (renamed from Data Cloud in October 2025) ingests and harmonises data from every source into unified profiles. The **Einstein Trust Layer** sits between the agent and the LLM to keep that data secure.

ROLES THIS PREPARES YOU FOR

Agentforce Specialist · Data 360 Consultant · AI / Automation Engineer · Salesforce Consultant

Recommended: Admin track first; Developer track helps for Apex actions.

1 AI & Data Foundations

- Predictive, generative and agentic AI
- LLMs, prompts, grounding and RAG basics
- Einstein Trust Layer and responsible AI
- Agentforce 360 and Data 360 overview
- Picking the right use case for an agent

2 Data 360: Connect & Model

- Data streams and connectors (CRM, cloud storage, Ingestion API)
- Data lake objects and data model objects
- Data mapping and harmonisation
- Zero Copy data federation concepts
- Data spaces and data governance basics

3 Data 360: Unify & Activate

- Identity resolution: match and reconciliation rules
- Unified profiles and calculated insights
- Segmentation, activation and data actions
- Search indexes and retrievers for agents
- Using Data 360 data in Flow and reports

4 Build Agents with Agentforce

- Agentforce Builder: topics, instructions and actions
- Actions with Flow, Apex and prompt templates
- Prompt Builder grounded in CRM and Data 360
- Deploy to messaging, Experience sites and Slack
- Writing clear topic and action instructions

5 Test, Secure & Monitor

- Agent testing with Testing Center
- Agent user, permissions and guardrails
- Monitoring, analytics and conversation review
- Packaging and moving agents between orgs
- Measuring agent quality and iterating

6 Capstone: Data-Grounded Service Agent

- Ingest and unify customer data in Data 360
- Build an agent with topics and Flow / Apex actions
- Ground answers in unified profiles and knowledge
- Test, demo and present to a review panel

USE CASES

- Customer service self-service agent
- Sales lead qualification agent
- 360° customer profile
- Personalised segments

TOOLS

Agentforce Builder · Prompt Builder · Data 360 · Flow Builder · Testing Center · Query Editor

CERTIFICATION PATH

- Agentforce Specialist
- Data Cloud Consultant
- Platform Administrator (base)

YOUR LEARNING ROADMAP

From first login to job-ready

Each track follows the same proven path: strong foundations, hands-on building, advanced skills, a capstone and career preparation. Many students take Admin first, then Developer or Agentforce & Data 360.

	FOUNDATIONS	BUILD	ADVANCED	CAPSTONE	CAREER-READY
Administrator ADMIN TRACK	1 CRM, org setup & objects	2 Data model & UI	3 Security, Flow & Data Loader	4 Configure a real org	★ Admin / BA roles
Developer DEV TRACK	1 Apex, SOQL & limits	2 Triggers & async	3 LWC, APIs & DevOps	4 Integrated app	★ Developer roles
Agentforce & Data 360 AI TRACK	1 AI & data basics	2 Connect & model data	3 Unify, build agents	4 Data-grounded agent	★ AI Specialist roles

Administrator

Best for: any branch, no coding needed

Start with: basic computer skills

Leads to: Admin, BA, CRM roles

Developer

Best for: CS / IT students who enjoy code

Start with: basic Java, C# or JavaScript

Leads to: Developer, Integration roles

Agentforce & Data 360

Best for: students keen on AI and data

Start with: Admin track recommended

Leads to: AI Specialist, Consultant roles

Interview Training
Technical & scenario questions

Mock Interviews
One-on-one with feedback

Certification Guidance
Study plan & practice

Post-Training Support
Doubt-clearing & job updates

To know more about the courses and fees, contact us

We'll share the detailed curriculum, trainer profiles, delivery options (on-campus, online or hybrid) and fee structure tailored to your institution.

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