



# Introduction to Salesforce Trailhead

Presented by TimbilaForce LLC





## Who we are



TimbilaForce works with small companies, startups, nonprofit organizations, or anyone who wants to get the most out of their Salesforce org while keeping it maintainable. We also provide training.

Website: <http://www.timbilamusicco.com/timbilaforce>

Facebook: <https://www.facebook.com/TimbilaForceLLC>

# What is Trailhead?



Search for Trails, Modules, Projects, and more...

Sign Up

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Trails

Modules

Projects

Superbadges



**BLAZE YOUR TRAIL**




# Trails - collections of Modules based on your interests and level of skill.

The screenshot displays the Salesforce Trails interface. At the top, there are four tabs: "Trails" (highlighted in orange), "Modules", "Projects", and "Superbadges". Below the tabs is a central banner with the text "BLAZE YOUR TRAIL" and a sub-header: "Trails are guided learning paths that chart your course through Salesforce skills." The main content area features a grid of six trail cards, each with a distinct icon, title, duration, and module/project count. The cards are arranged in two rows of three.

Trail Title	Duration	Content	Level
Sell Lightning Fast with Sales Cloud	4 hrs 25 mins	5 Modules + 1 Project	Business User, Beginner
Keep Customers Happy with Service Cloud	10 hrs 55 mins	9 Modules	Admin, Beginner
Personalize Engagement with Marketing Cloud	3 hrs 50 mins	4 Modules	Admin, Beginner
Build Apps Fast with Salesforce Platform	6 hrs	5 Modules + 1 Project	
Get Smart with Salesforce Einstein	5 hrs 40 mins	4 Modules + 2 Projects	
Collaborate with Quip	1 hr 25 mins	2 Modules + 1 Project	

# Trail - Sell Lightning Fast with Sales Cloud





Trail


## Sell Lightning Fast with Sales Cloud

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

4 hrs 25 mins



Business User Beginner  





Modules and projects (6)




### Sales Cloud: Quick Look

Grow your business, boost productivity, and make smart decisions with Sales Cloud.


- Get to Know Sales Cloud**  
~ 10 mins 
- Grow Your Business with Sales Cloud**  
~ 10 mins 
- Measure Sales Metrics that Matter**  
~ 10 mins 
- Learn About the Salesforce Platform Advantage**  
~ 10 mins 

 Hide 4 units 40 mins

### About this trail

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

# Interest/Skill Level: Business User/Beginner



Trail


## Sell Lightning Fast with Sales Cloud

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

4 hrs 25 mins

Business User Beginner

Modules and projects (6)



### Sales Cloud: Quick Look

Grow your business, boost productivity, and make smart decisions with Sales Cloud.

Get to Know Sales Cloud  
~ 10 mins

Grow Your Business with Sales Cloud  
~ 10 mins

Measure Sales Metrics that Matter  
~ 10 mins


Learn About the Salesforce Platform Advantage  
~ 10 mins

Hide 4 units 40 mins

#### About this trail

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

# Estimated completion time: 4 hrs 25 mins



Trail

## Sell Lightning Fast with Sales Cloud


Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

4 hrs 25 mins

Business User Beginner

Heart icon +

Modules and projects (6)



### Sales Cloud: Quick Look

Grow your business, boost productivity, and make smart decisions with Sales Cloud.

Heart icon +


- Get to Know Sales Cloud**  
~ 10 mins →
- Grow Your Business with Sales Cloud**  
~ 10 mins →
- Measure Sales Metrics that Matter**  
~ 10 mins →
- Learn About the Salesforce Platform Advantage**  
~ 10 mins →

^ Hide 4 units 40 mins



#### About this trail

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.


# This Trail has 8 Modules and Projects





Trail  
**Sell Lightning Fast with Sales Cloud**  
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.  
4 hrs 25 mins





Business User Beginner  


Modules and projects (6)



**Sales Cloud: Quick Look**  
Grow your business, boost productivity, and make smart decisions with Sales Cloud.

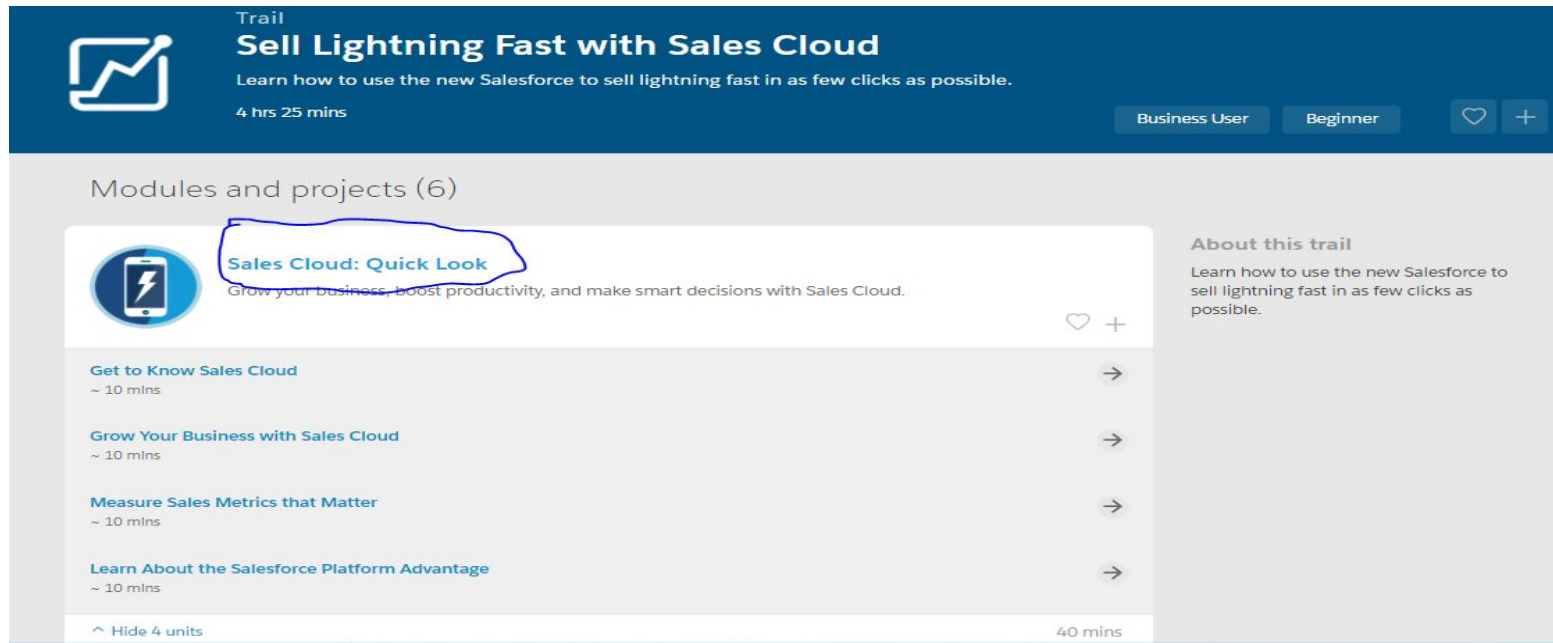
- Get to Know Sales Cloud**  
~ 10 mins 
- Grow Your Business with Sales Cloud**  
~ 10 mins 
- Measure Sales Metrics that Matter**  
~ 10 mins 
- Learn About the Salesforce Platform Advantage**  
~ 10 mins 

 Hide 4 units 40 mins

**About this trail**  
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.




# The first Module is Sales Cloud: Quick Look



The screenshot shows a Salesforce Trail page for the module "Sell Lightning Fast with Sales Cloud". The page has a dark blue header with a line graph icon, the title "Trail Sell Lightning Fast with Sales Cloud", a subtitle "Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.", and a duration of "4 hrs 25 mins". There are buttons for "Business User" and "Beginner", along with a heart icon and a plus sign.

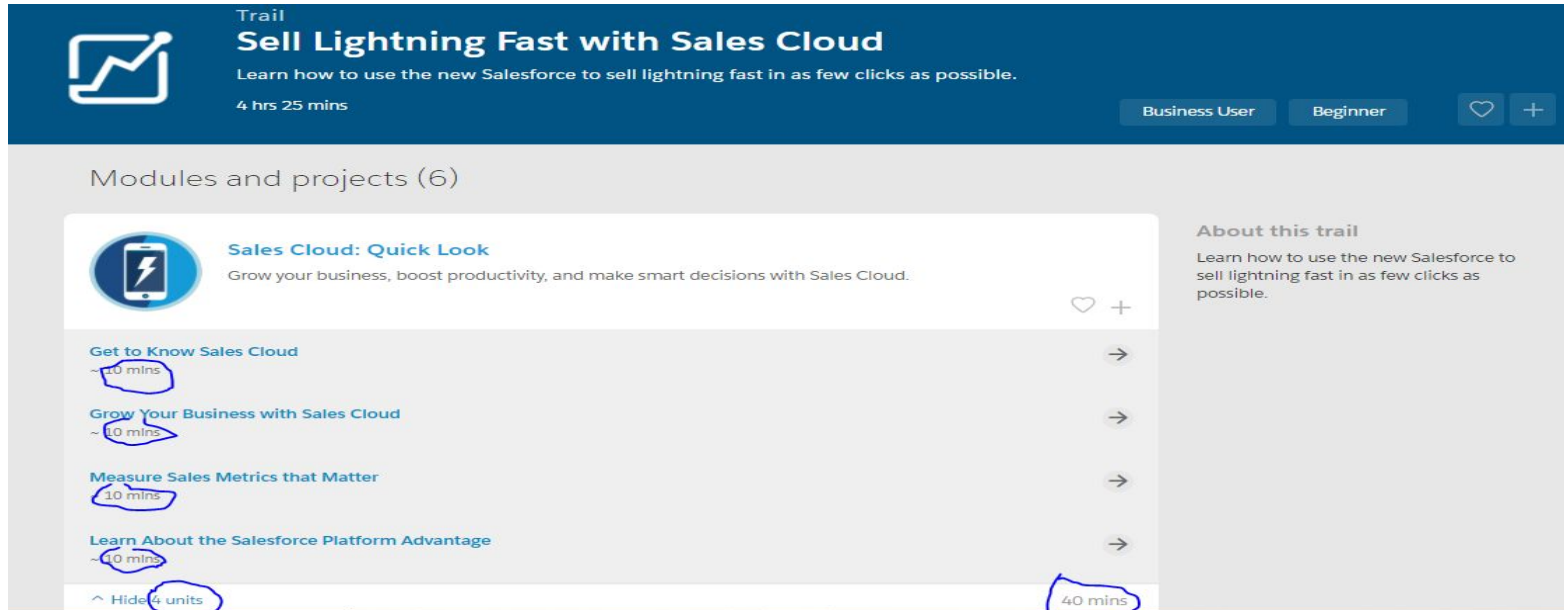
Modules and projects (6)

-  **Sales Cloud: Quick Look**  
Grow your business, boost productivity, and make smart decisions with Sales Cloud. ♡ +
- Get to Know Sales Cloud**  
~ 10 mins →
- Grow Your Business with Sales Cloud**  
~ 10 mins →
- Measure Sales Metrics that Matter**  
~ 10 mins →
- Learn About the Salesforce Platform Advantage**  
~ 10 mins →

^ Hide 4 units 40 mins

**About this trail**  
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

# 4 units, total time 40 minutes



The screenshot shows a Salesforce Trail page with a dark blue header. On the left is a line graph icon. The title is 'Trail Sell Lightning Fast with Sales Cloud' with a subtitle 'Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.' and a duration of '4 hrs 25 mins'. On the right are buttons for 'Business User' and 'Beginner', and icons for a heart and a plus sign.

Modules and projects (6)

- Sales Cloud: Quick Look**  
Grow your business, boost productivity, and make smart decisions with Sales Cloud. (10 mins)
- Get to Know Sales Cloud** (10 mins)
- Grow Your Business with Sales Cloud** (10 mins)
- Measure Sales Metrics that Matter** (10 mins)
- Learn About the Salesforce Platform Advantage** (10 mins)
- Hide 4 units** (40 mins)

**About this trail**  
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

# Always complete units in order!

Trail


## Sell Lightning Fast with Sales Cloud

Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

4 hrs 25 mins

Business User Beginner

Modules and projects (6)



### Sales Cloud: Quick Look


Grow your business, boost productivity, and make smart decisions with Sales Cloud.

- Get to Know Sales Cloud**  
~ 10 mins
- Grow Your Business with Sales Cloud**  
~ 10 mins
- Measure Sales Metrics that Matter**  
~ 10 mins
- Learn About the Salesforce Platform Advantage**  
~ 10 mins


^ Hide 4 units 40 mins

About this trail



Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.




# Earn a badge for each completed Module.





Trail  
**Sell Lightning Fast with Sales Cloud**  
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.  
4 hrs 25 mins





Business User Beginner  


### Modules and projects (6)



**Sales Cloud: Quick Look**  
Grow your business, boost productivity, and make smart decisions with Sales Cloud.

- Get to Know Sales Cloud**  
~ 10 mins 
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~ 10 mins 
- Measure Sales Metrics that Matter**  
~ 10 mins 
- Learn About the Salesforce Platform Advantage**  
~ 10 mins 

 Hide 4 units 40 mins

#### About this trail

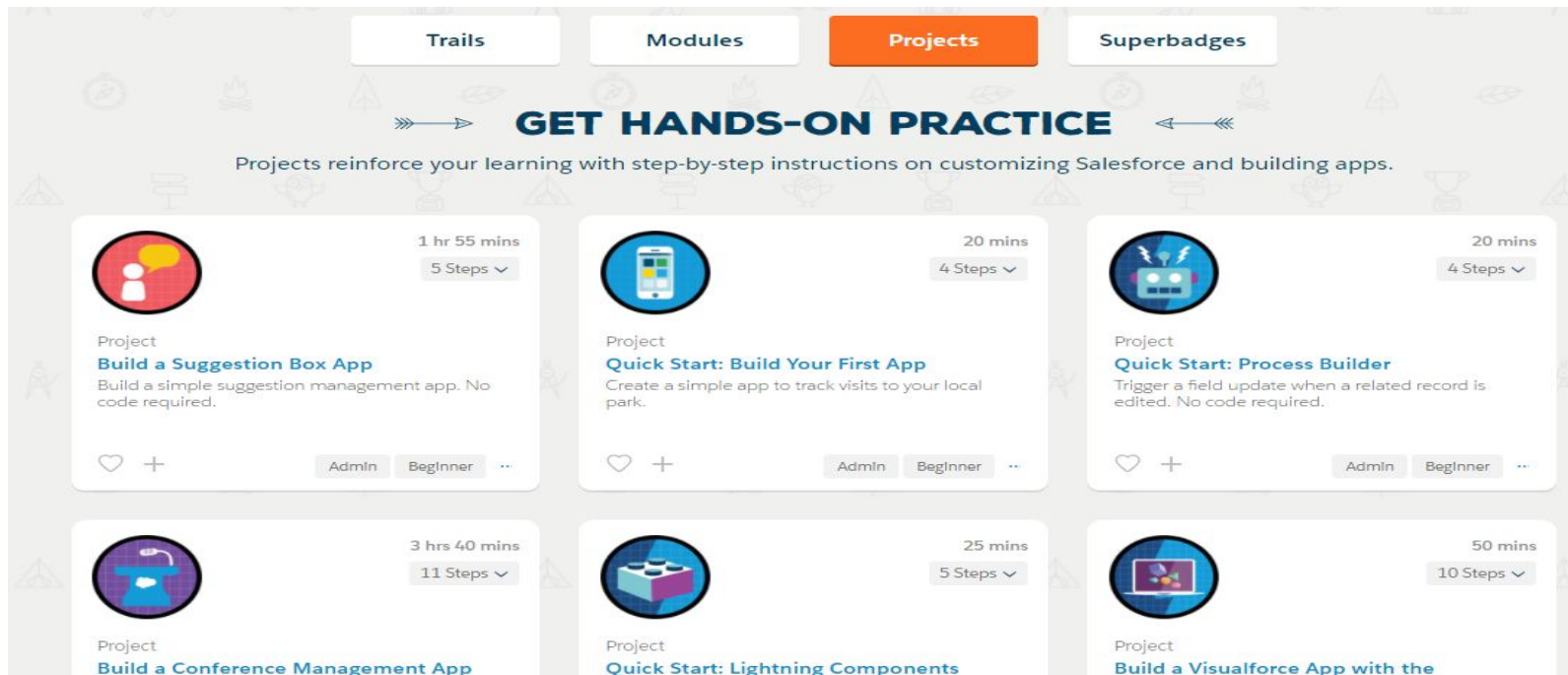
Learn how to use the new Salesforce to sell lightning fast in as few clicks as possible.

# If preferred, work individual Modules.

The screenshot displays the Salesforce Learning Hub interface. At the top, there are four navigation tabs: "Trails", "Modules" (highlighted in orange), "Projects", and "Superbadges". Below the tabs is a central banner with the text "CHOOSE YOUR OWN ADVENTURE" and a sub-header "Modules are short, self-paced tutorials that cover individual topics you want to tackle right away." The main content area features six module cards arranged in a 2x3 grid. Each card includes an icon, a duration, a unit count, a title, a description, and a difficulty level selector.

Module Title	Duration	Units	Difficulty
Lightning Experience Basics	55 mins	3 Units	Admin, Beginner
Lightning Experience Rollout	1 hr	3 Units	Admin, Beginner
CRM Basics for Salesforce Classic	30 mins	2 Units	Admin, Beginner
Lightning Experience Development	1 hr 20 mins	5 Units	Admin, Beginner
Visualforce & Lightning Experience	2 hrs 5 mins	7 Units	Admin, Beginner
Apex Basics & Database	2 hrs 45 mins	5 Units	Admin, Beginner

# Projects guide you step-by-step to build apps.



The screenshot displays the 'Projects' section of a learning platform. At the top, there are four navigation tabs: 'Trails', 'Modules', 'Projects' (highlighted in orange), and 'Superbadges'. Below the tabs is a central banner with the text 'GET HANDS-ON PRACTICE' and a sub-header 'Projects reinforce your learning with step-by-step instructions on customizing Salesforce and building apps.' The main content area features a grid of six project cards, each with an icon, a title, a description, a duration, a step count, and a difficulty level.

Project Title	Duration	Steps	Difficulty
Build a Suggestion Box App	1 hr 55 mins	5 Steps	Admin, Beginner
Quick Start: Build Your First App	20 mins	4 Steps	Admin, Beginner
Quick Start: Process Builder	20 mins	4 Steps	Admin, Beginner
Build a Conference Management App	3 hrs 40 mins	11 Steps	Admin, Beginner
Quick Start: Lightning Components	25 mins	5 Steps	Admin, Beginner
Build a Visualforce App with the	50 mins	10 Steps	Admin, Beginner


# Earn Superbadges for advanced skills

Trails   Modules   Projects   **Superbadges**

» — »   **REINVENT YOUR RESUME**   « — «

Superbadges are skill-based credentials that showcase your Salesforce skills.


4 Modules



Superbadge  
**Advanced Apex Specialist**  
Demonstrate your advanced Apex and Visualforce programming skills and implement complex business logic.

♡ +


4 Modules



Superbadge  
**Apex Specialist**  
Use integration and business logic to push your Apex coding skills to the limit.

♡ +


4 Modules



Superbadge  
**Business Administration Specialist**  
Brighten up a new business unit with the Salesforce tools the team needs to succeed.


♡ +

4 Modules




Superbadge  
**Data Integration Specialist**

4 Modules



Superbadge  
**Lightning Component Framework**

4 Modules

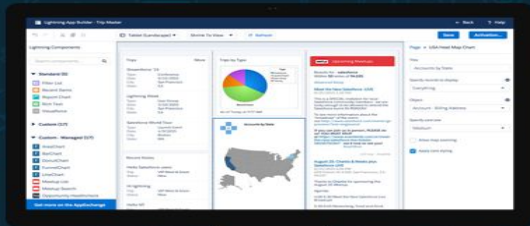


Superbadge  
**Lightning Experience Rollout Specialist**

To get started, go to  
<https://developer.salesforce.com/signup>

DE Signup will undergo maintenance starting 4PM PST on February 9th for #Spring18 [Learn More](#)

Explore Lightning Platform,  
the fastest way to create  
enterprise cloud apps



Get your very own Developer Edition

A full-featured copy of Lightning Platform, for FREE.

Name

First

Last

Email

Your email address

Role

Developer

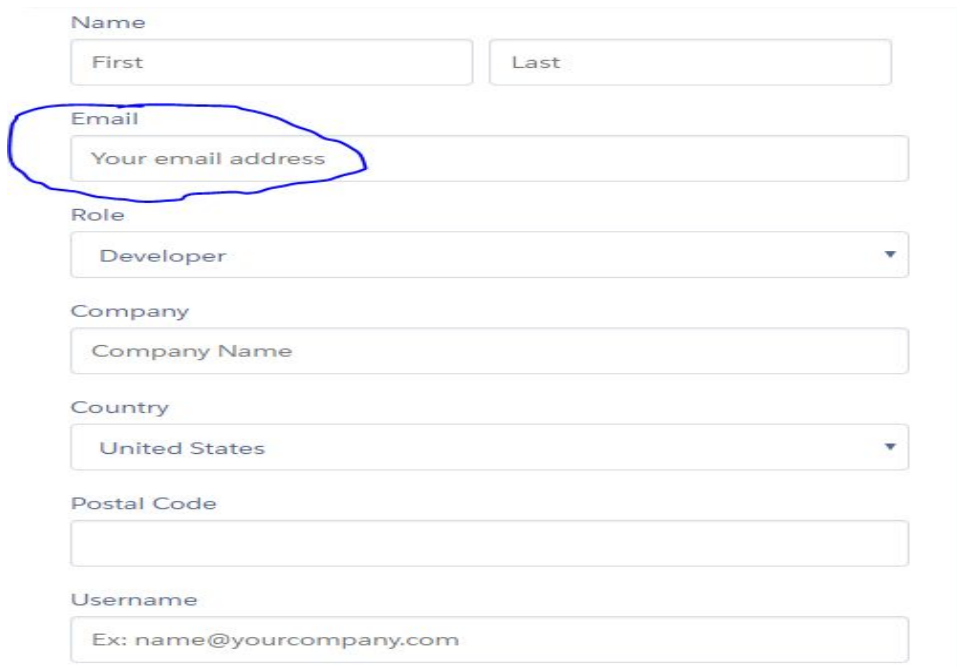
Company

Company Name

Country



Use a personal (not work) email address.



Name

First Last

Email

Your email address

Role

Developer

Company

Company Name

Country

United States

Postal Code

Username

Ex: name@yourcompany.com

Choose a role that interests you. No one is checking.

Name

First  Last

Email

Role

Company

Country

Postal Code

Username

# Company Name can be real or imaginary.

The image shows a registration form with the following fields:

- Name:** Two input fields labeled "First" and "Last".
- Email:** One input field with the placeholder text "Your email address".
- Role:** A dropdown menu with "Developer" selected.
- Company:** An input field with the placeholder text "Company Name". This field is circled in blue.
- Country:** A dropdown menu with "United States" selected.
- Postal Code:** An empty input field.
- Username:** An input field with the placeholder text "Ex: name@yourcompany.com".

Username must be unique and in the form of an email address.

Name

First Last

Email

Your email address

Role

Developer

Company

Company Name

Country

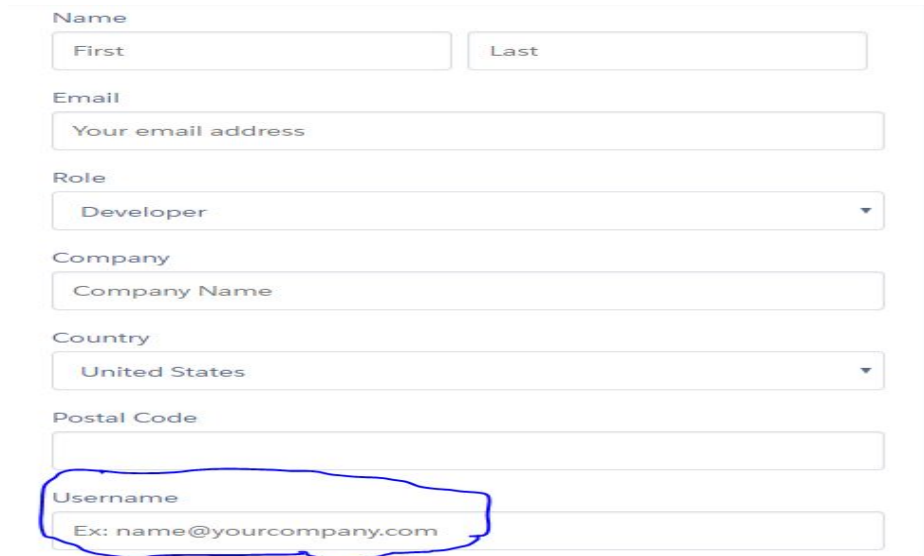
United States

Postal Code

Username

Ex: name@yourcompany.com

Not necessarily a real email address: ex.  
john@smith.devorg1.com



The image shows a registration form with the following fields:

- Name:** Two input fields labeled "First" and "Last".
- Email:** One input field with the placeholder text "Your email address".
- Role:** A dropdown menu with "Developer" selected.
- Company:** One input field with the placeholder text "Company Name".
- Country:** A dropdown menu with "United States" selected.
- Postal Code:** One empty input field.
- Username:** One input field with the placeholder text "Ex: name@yourcompany.com". This field is circled in blue.

# Click the checkbox, click Sign me up.

Username

Ex: name@yourcompany.com

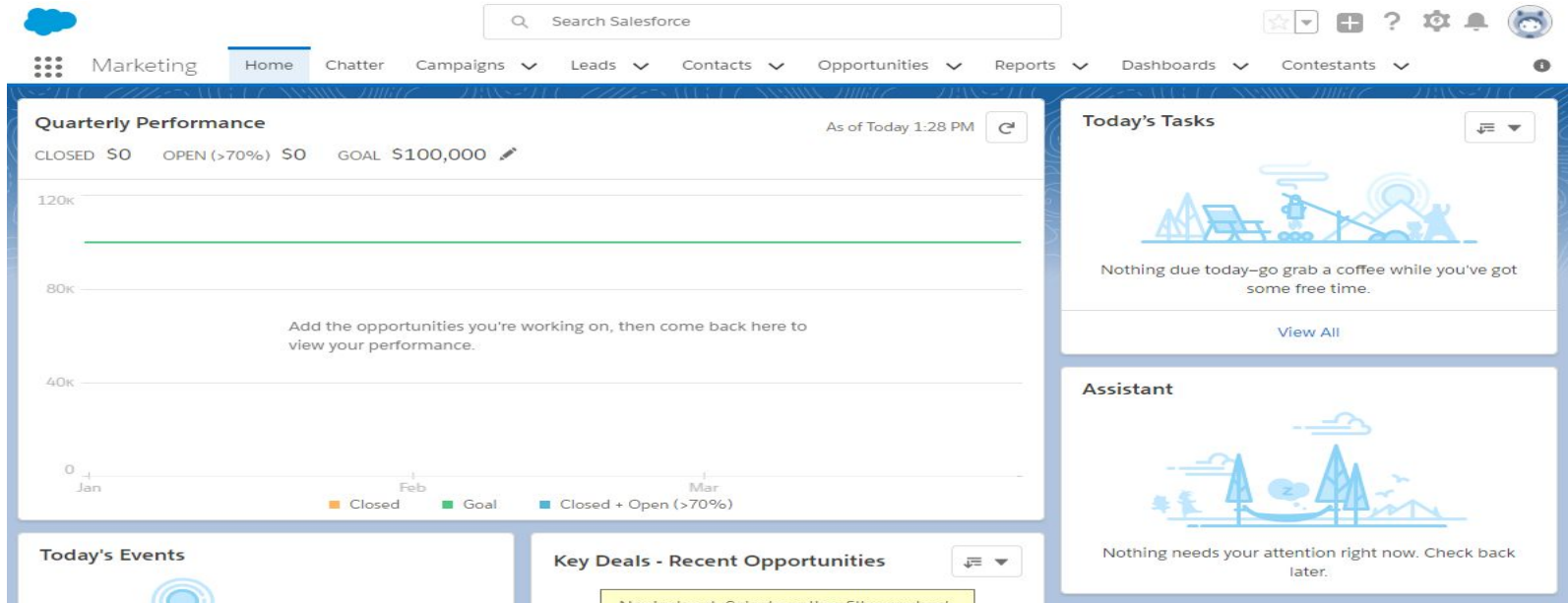
By registering, you confirm you have read and agree to the [Terms of Use](#) and the [Master Subscription Agreement](#) and agree that my data is subject to the [Privacy Statement](#), including use for marketing purposes.

Sign me up >

## You should receive a Welcome email.

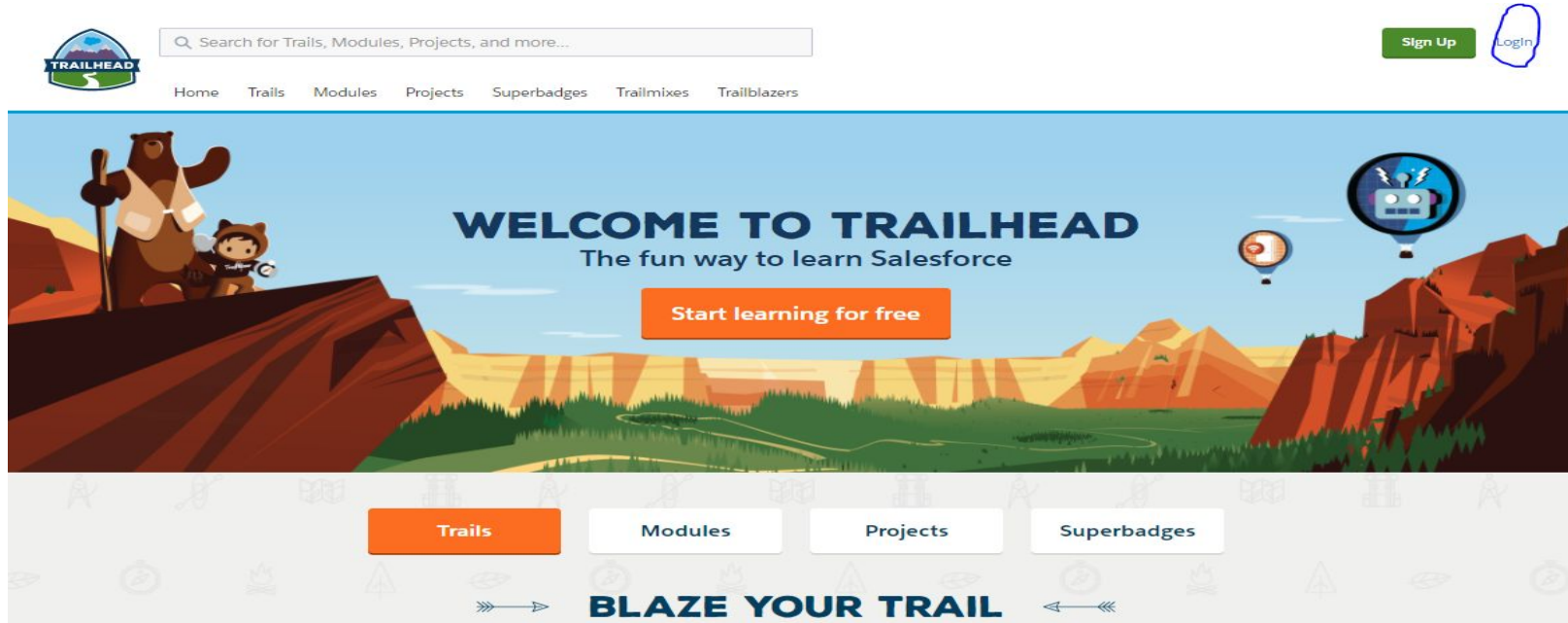
1. Click the link provided or go to [login.salesforce.com](https://login.salesforce.com)
2. Enter your username as shown in the email
3. Set your password
4. You'll receive another email containing the Verification Code.  
Enter the code

# Congratulations! You now have Salesforce credentials.

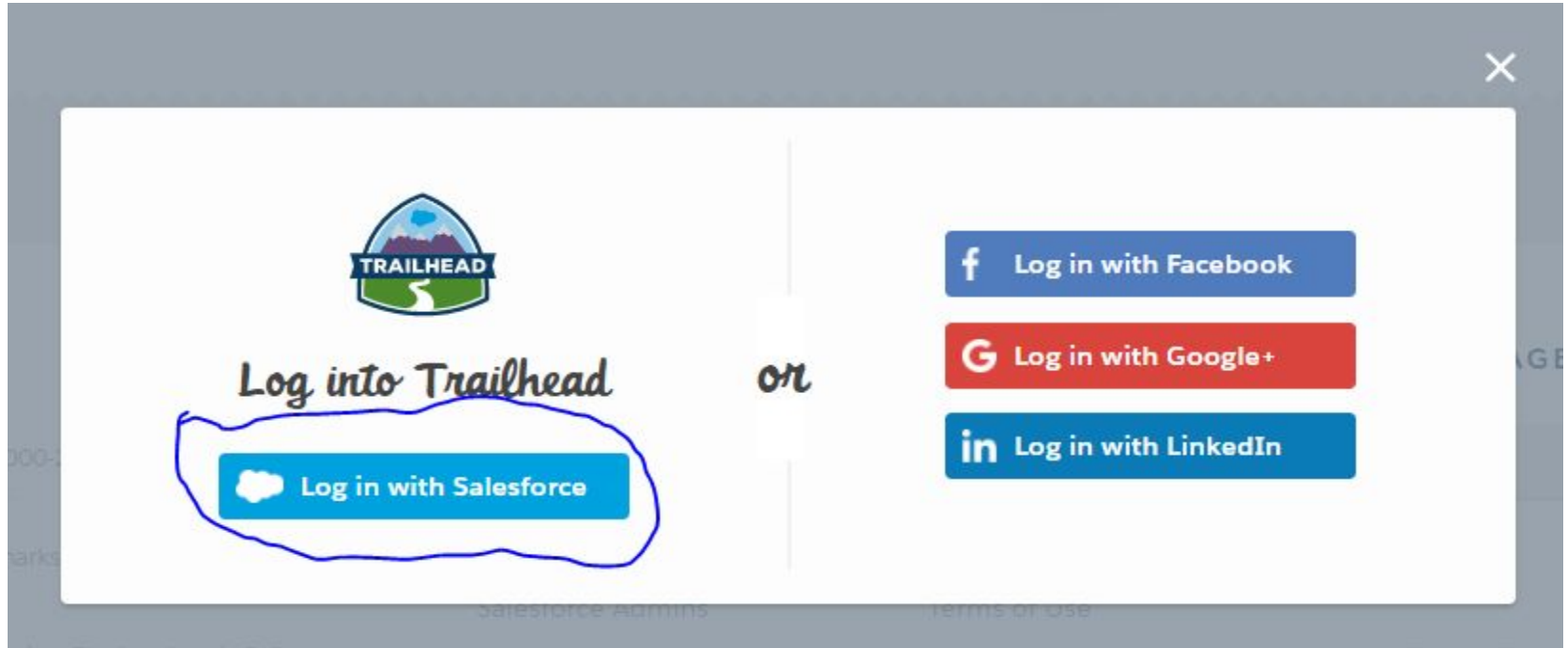




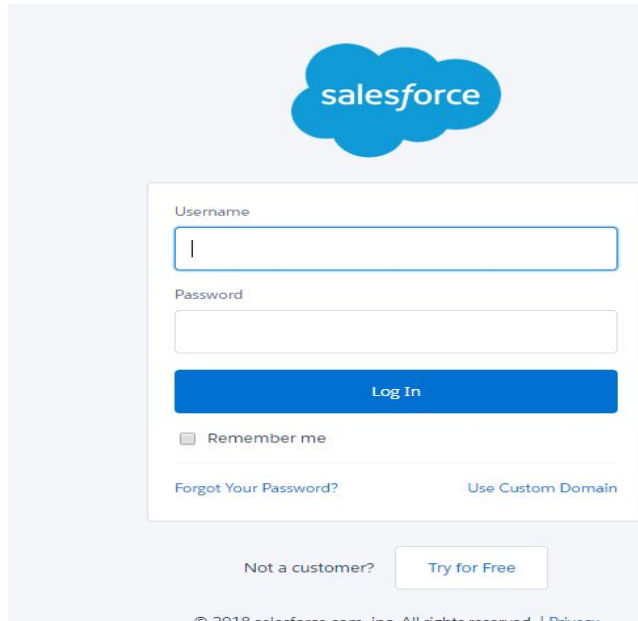
Go to <https://trailhead.salesforce.com> and click Login.



Click Log in with Salesforce.



# Enter your Username and Password. Click Log In.



The image shows the Salesforce login page. At the top center is the Salesforce logo, a blue cloud with the word "salesforce" in white. Below the logo is a white login form. The form contains a "Username" label above a text input field with a vertical cursor. Below that is a "Password" label above another text input field. A blue "Log In" button is positioned below the password field. Underneath the button is a "Remember me" checkbox. At the bottom of the form are two links: "Forgot Your Password?" on the left and "Use Custom Domain" on the right. Below the form, there is a "Not a customer?" link and a "Try for Free" button. At the very bottom, there is a small copyright notice: "© 2018 salesforce.com, inc. All rights reserved. | Privacy".



# You're in! Have fun!

The screenshot shows the Trailhead user interface for Rita Leverett. At the top left is the Trailhead logo. A search bar contains the text "Search for Trails, Modules, Projects, and more...". The navigation menu includes "Home", "Trails", "Modules", "Projects", "Superbadges", "Trailmixes", and "Trailblazers". In the top right corner, the user's name "Rita Leverett" is displayed along with "212 Badges, 155,925 Points" and a profile picture.

The main banner features a blue background with a bear and a child on the left, and hot air balloons on the right. The text "WELCOME RITA! Let the learning begin" is centered.

Below the banner is a section titled "In Progress Badges" with a row of badge icons. Three badge cards are visible:

- Apex Enterprise Patterns: Domain & Selector Layers** (Module): 50% progress, 50 mins left, 4 Units. Description: "Programmatically create powerful queries, perform operations, and invoke business logic." Skills: Developer, Advanced.
- Einstein Intent API Basics** (Module): 20% progress, 1 hr 15 mins left, 5 Units. Description: "Build a deep-learning custom model to categorize text and automate business processes." Skills: Developer, Intermediate.
- Reports & Dashboards Specialist** (Superbadge): 1 Section Complete. Description: "Craft a set of powerful reports and dashboards to shine a light on your data." Skill: Developer.

# Salesforce Resources

Trailhead - <https://trailhead.salesforce.com>

Salesforce Trailblazer Community - <https://success.salesforce.com>

Getting Started with Salesforce Platform - <https://developer.salesforce.com/gettingstarted>

Salesforce Admins - <https://admin.salesforce.com>

Salesforce Training Videos for Beginners:

[https://www.youtube.com/results?search\\_query=salesforce+training+videos+for+beginners](https://www.youtube.com/results?search_query=salesforce+training+videos+for+beginners)



Thank you!



Website: <http://www.timbilamusicco.com/timbilaforce>

Facebook: <https://www.facebook.com/TimbilaForceLLC>