



## Postgraduate Certificate

E-Commerce and Interaction with Salesforce CRM

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Global University

» Accreditation: 6 ECTS

» Schedule: at your own pace

» Exams: online

 $We b site: {\color{blue}www.techtitute.com/us/school-of-business/postgraduate-certificate/e-commerce-interaction-sales force-crm}$ 

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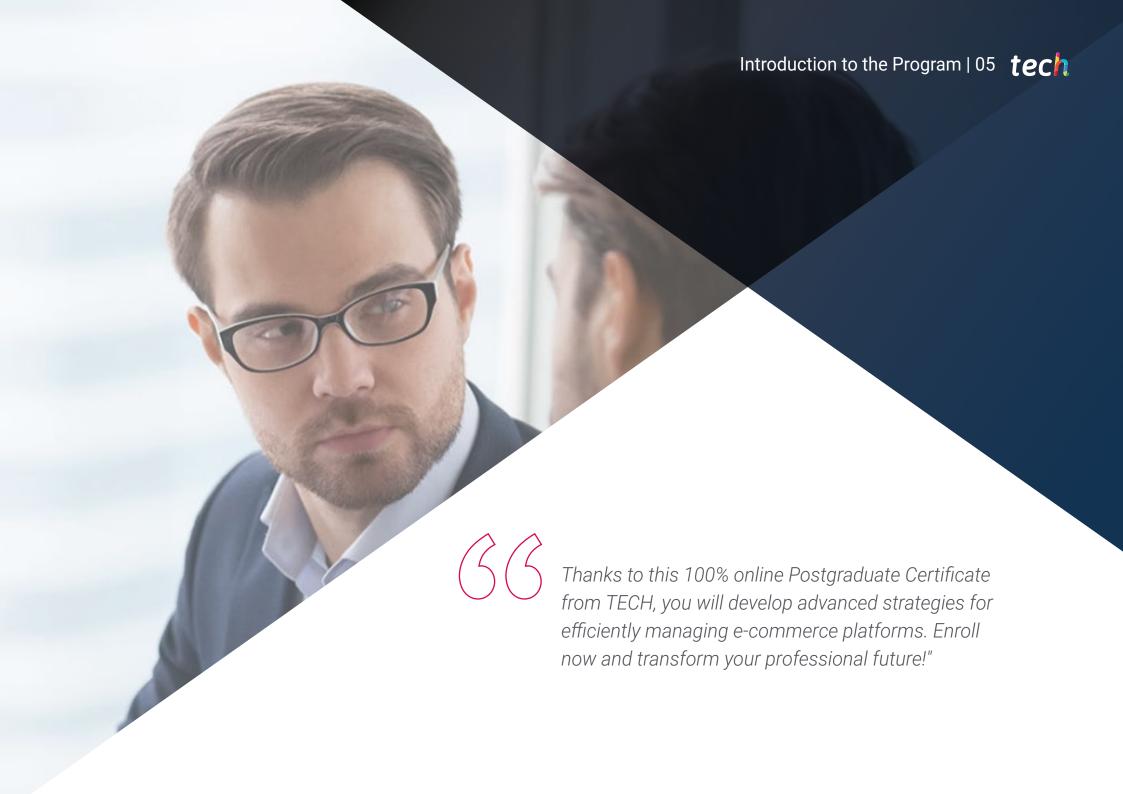
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# Introduction to the Program

In the last decade, e-commerce has experienced exponential growth, driven by digitization and the evolution of business management platforms. According to the United Nations Conference on Trade and Development (UNCTAD), the global value of e-commerce exceeded \$26.7 trillion, reflecting the growing dependence of companies on advanced technological solutions to optimize their sales and customer loyalty strategies. As it is a revolutionary area, TECH has developed this cutting-edge Postgraduate Certificate that will cover all aspects related to the integration of Salesforce within digital strategies. All this, based on a 100% online and innovative methodology and a high-level theoretical-practical approach.



## tech 06 | Introduction to the Program

The rise of e-commerce has transformed the way companies manage their customer relationships. In this highly competitive scenario, the integration of advanced platforms such as Salesforce CRM has become a necessity to optimize sales processes, personalize experiences and maximize loyalty. In fact, proper data management, predictive analytics and campaign automation are just some of the key aspects that drive success in this area.

In response to this growing demand, TECH has developed the Postgraduate Certificate in E-commerce and Interaction with Salesforce CRM, an innovative program that will provide solid knowledge of digital strategies, customer segmentation and omnichannel sales management. Throughout a comprehensive syllabus, professionals will delve into the use of Salesforce Commerce Cloud, marketing automation with Pardot and the implementation of efficient workflows with Sales Cloud. In this way, they will develop a comprehensive vision of how to boost the profitability of a digital business through innovative tools and effective strategies.

Thanks to this program, graduates will be prepared to access strategic roles such as E-commerce Manager, CRM Specialist or Customer Experience Analyst, significantly increasing their competitiveness in the labor market. They will also acquire key skills for data-based decision making, the implementation of effective loyalty strategies and the efficient management of the digital conversion funnel.

In addition, TECH will offer this program in a 100% online modality, which allows students to access the content at any time and from any electronic device connected to the Internet. In turn, the innovative Relearning methodology will promote progressive and efficient learning through the reiteration of key concepts, guaranteeing a deep and lasting assimilation of the acquired knowledge.

This **Postgraduate Certificate in E-Commerce and Interaction with Salesforce CRM** contains the most complete and up-to-date educational program on the market. Its most notable features are:

- The development of case studies presented by experts in Salesforce
- The graphic, schematic, and practical contents with which they are created, provide scientific and practical information on the disciplines that are essential for professional practice
- Practical exercises where self-assessment can be used to improve learning
- Special emphasis on innovative methodologies in the management of audiovisual industries
- Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- Content that is accessible from any fixed or portable device with an Internet connection



Thanks to the Relearning methodology, this qualification will provide you with the necessary tools to master Salesforce Commerce Cloud, automate campaigns and effectively build customer loyalty"

## Introduction to the Program | 07 tech



You will have access to an innovative and 100% online program that will prepare you to lead the digital transformation. You will know how to manage E-commerce platforms, optimize the customer experience and automate processes"

Its teaching staff includes professionals from the Salesforce field, who bring their work experience to this program, as well as renowned specialists from leading companies and prestigious universities.

Its multimedia content, developed with the latest educational technology, will provide professionals with situated and contextualized learning, that is, a simulated environment that will provide immersive study set up to prepare them in real-life situations.

This program is designed around Problem-Based Learning, whereby the student must try to solve the different professional practice situations that arise throughout the program. For this purpose, the professional will be assisted by an innovative interactive video system created by renowned and experienced experts.

This Postgraduate Certificate will offer you the opportunity to learn from professionals with extensive experience in CRM and e-commerce. You will benefit from the highest level of teaching!

Through case studies and advanced strategies, you will acquire key skills to optimize customer relations and improve sales. Make the most of this opportunity and enroll now!







## tech 10 | Why Study at TECH?

#### The world's best online university, according to FORBES

The prestigious Forbes magazine, specialized in business and finance, has highlighted TECH as "the best online university in the world" This is what they have recently stated in an article in their digital edition in which they echo the success story of this institution, "thanks to the academic offer it provides, the selection of its teaching staff, and an innovative learning method oriented to form the professionals of the future".

#### The best top international faculty

TECH's faculty is made up of more than 6,000 professors of the highest international prestige. Professors, researchers and top executives of multinational companies, including Isaiah Covington, performance coach of the Boston Celtics; Magda Romanska, principal investigator at Harvard MetaLAB; Ignacio Wistumba, chairman of the department of translational molecular pathology at MD Anderson Cancer Center; and D.W. Pine, creative director of TIME magazine, among others.

#### The world's largest online university

TECH is the world's largest online university. We are the largest educational institution, with the best and widest digital educational catalog, one hundred percent online and covering most areas of knowledge. We offer the largest selection of our own degrees and accredited online undergraduate and postgraduate degrees. In total, more than 14,000 university programs, in ten different languages, making us the largest educational institution in the world.



The most complete syllabus





World's
No.1
The World's largest
online university

## The most complete syllabuses on the university scene

TECH offers the most complete syllabuses on the university scene, with programs that cover fundamental concepts and, at the same time, the main scientific advances in their specific scientific areas. In addition, these programs are continuously updated to guarantee students the academic vanguard and the most demanded professional skills. and the most in-demand professional competencies. In this way, the university's qualifications provide its graduates with a significant advantage to propel their careers to success.

#### A unique learning method

TECH is the first university to use Relearning in all its programs. This is the best online learning methodology, accredited with international teaching quality certifications, provided by prestigious educational agencies. In addition, this innovative academic model is complemented by the "Case Method", thereby configuring a unique online teaching strategy. Innovative teaching resources are also implemented, including detailed videos, infographics and interactive summaries.

#### The official online university of the NBA

TECH is the official online university of the NBA. Thanks to our agreement with the biggest league in basketball, we offer our students exclusive university programs, as well as a wide variety of educational resources focused on the business of the league and other areas of the sports industry. Each program is made up of a uniquely designed syllabus and features exceptional guest hosts: professionals with a distinguished sports background who will offer their expertise on the most relevant topics.

#### **Leaders in employability**

TECH has become the leading university in employability. Ninety-nine percent of its students obtain jobs in the academic field they have studied within one year of completing any of the university's programs. A similar number achieve immediate career enhancement. All this thanks to a study methodology that bases its effectiveness on the acquisition of practical skills, which are absolutely necessary for professional development.



#### **Google Premier Partner**

The American technology giant has awarded TECH the Google Premier Partner badge. This award, which is only available to 3% of the world's companies, highlights the efficient, flexible and tailored experience that this university provides to students. The recognition not only accredits the maximum rigor, performance and investment in TECH's digital infrastructures, but also places this university as one of the world's leading technology companies.

#### The top-rated university by its students

Students have positioned TECH as the world's toprated university on the main review websites, with a highest rating of 4.9 out of 5, obtained from more than 1,000 reviews. These results consolidate TECH as the benchmark university institution at an international level, reflecting the excellence and positive impact of its educational model.





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#### Module 1. User Interface Programming in Salesforce

- 1.1. Visualforce
  - 1.1.1. VF Page Creation and Most Common Tags
  - 1.1.2. Standard Controller and Standard List Controller
  - 1.1.3. Custom Controller
  - 1.1.4. Error Handling
  - 1.1.5. Best Practices
- 1.2. Aura Component
  - 1.2.1. Creating Aura Components and Tags
  - 1.2.2. Lightning Data Service
  - 1.2.3. Communication with Apex Server
  - 1.2.4. Composition and Communication between Components
  - 1.2.5. Error Handling
  - 1.2.6. Best Practices
- 1.3. Lightning Web Components
  - 1.3.1. LWC Creation and Most Common Tags
  - 1.3.2. Event Management and Lifecycle Hooks
  - 1.3.3. Communication with Apex Server
  - 1.3.4. Composition of Pages and Communication between Components
  - 1.3.5. Shadow DOM
  - 1.3.6. Use of Cell Phone Capabilities
  - 1.3.7. Error Handling and Debugging
  - 1.3.8. Best Practices
- 1.4. Lightning Message Service
  - 1.4.1. Message Channel Creation and Scope Configuration
  - 1.4.2. Publishing a Message in a Message Channel
  - 1.4.3. Subscription to a Message Channel
  - 1.4.5. Limitations





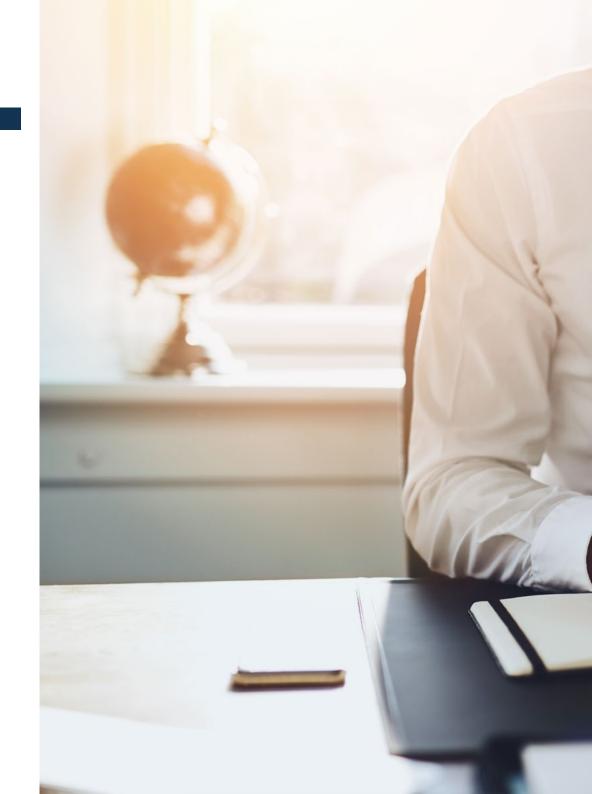


- 1.5. UI Frameworks Coexistence
  - 1.5.1. Visualforce Aura Component Interoperability
  - 1.5.2. Visualforce LWC Interaoperability
  - 1.5.3. LWC Aura Component Interoperability
- 1.6. Lightning Design System
  - 1.6.1. Platforms
  - 1.6.2. Lightning Design System
  - 1.6.3. Best Practices
- 1.7. UI Testing
  - 1.7.1. Jasmine
  - 1.7.2. Jest
  - 1.7.3. UTAM
  - 1.7.4. Selenium
- 1.8. Code Quality
  - 1.8.1. Settings
  - 1.8.2. Linter
  - 1.8.3. RetireJS
- 1.9. Troubleshooting
  - 1.9.1. Chrome Developer Console
  - 1.9.2. Identify Performance Problems
  - 1.9.3. Identify Network Problems
- 1.10. Mobile SDK
  - 1.10.1. Development Modes
  - 1.10.2. Hybrid Application Development
  - 1.10.3. Native Application Development (Android)

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#### Module 2. APIs and Integrations in Salesforce

- 2.1. Salesforce Integration
  - 2.1.1. Outbound Integrations from Salesforce
  - 2.1.2. Inbound Integrations to Salesforce
  - 2.1.3. Salesforce to Salesforce Integrations
  - 2.1.4. Salesforce API Libraries
- 2.2. External Services
  - 2.2.1. Open AP Standard Specification
  - 2.2.2. External Credentials
  - 2.2.3. Named Credentials
- 2.3. Connected Apps
  - 2.3.1. Connected Apps
  - 2.3.2. Integration Scopes
  - 2.3.3. Integration Authorization and Identity Management
  - 2.3.4. Connected Apps Security Policies
- 2.4. SOAP API
  - 2.4.1. Enterprise WSDL
  - 2.4.2. Partner WSDL
  - 2.4.3. Apex WSDL
  - 2.4.4. Metadata WSDL
- 2.5. Synchronous REST Integrations
  - 2.5.1. REST API in Salesforce
  - 2.5.2. Connect REST API in Salesforce
  - 2.5.3. Document Management in Salesforce by API
- 2.6. API for Data Migration
  - 2.6.1. Bulk API
  - 2.6.2. Configuration and Execution of Bulk Data Migration by Bulk API
  - 2.6.3. Data Processing in Bulk Loads
  - 2.6.4. Bulk API 1.0 . vs. Bulk API 2.0.





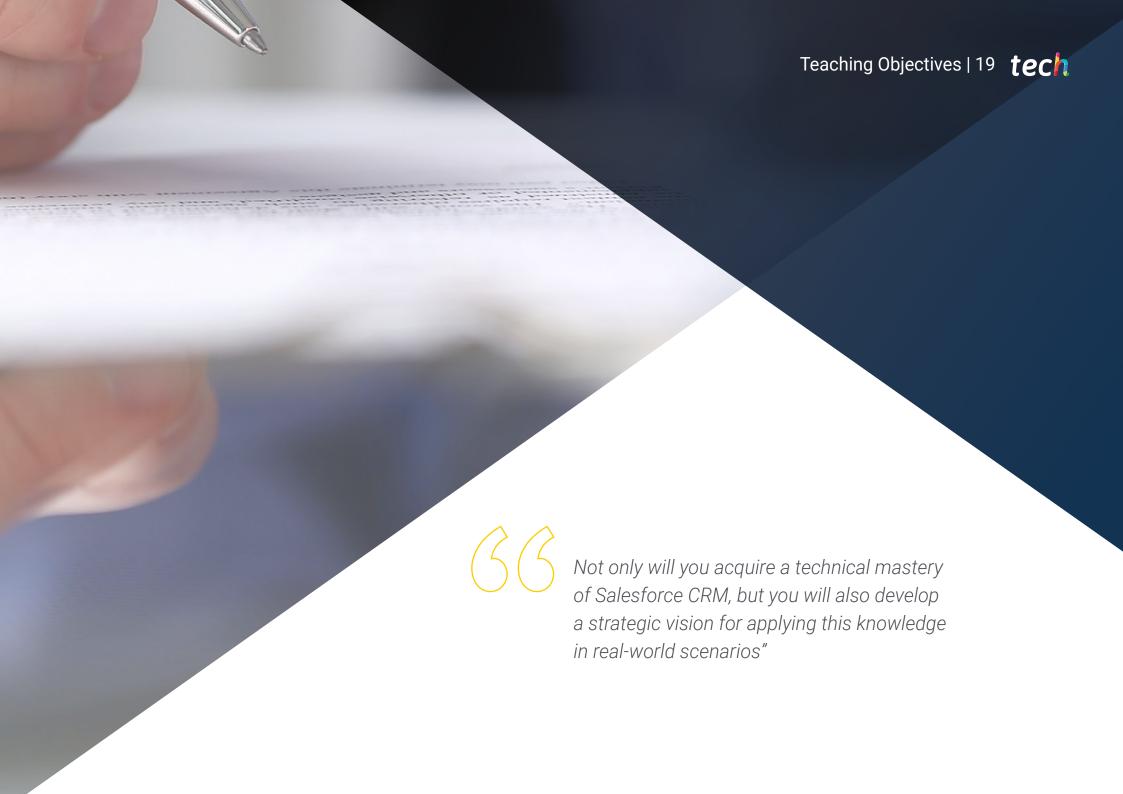
## Syllabus | 17 tech

- 2.7. Event-Driven Integration.
  - 2.7.1. Platform Event Bus
  - 2.7.2. Streaming API in Salesforce
  - 2.7.3. Pub/Sub API in Salesforce
  - 2.7.4. Change Data Capture
  - 2.7.5. Subscription to Events from External Systems with cometD Framework
- 2.8. Integration for Configuration and Development
  - 2.8.1. Tooling API
  - 2.8.2. Metadata API
  - 2.8.3. Dynamic Organization Management based on Tooling API
- 2.9. Data Synchronization between Orgs
  - 2.9.1. Data Synchronization Patterns between Orgs
  - 2.9.2. Salesforce Connect with Cross-Org Adapter
  - 2.9.3. Open Data Protocol (oData)
  - 2.9.4. GraphQL with oData
- 2.10. Integration Patterns
  - 2.10.1. Remote Process Invocation-Request and Reply
  - 2.10.2. Remote Process Invocation-Fire and Forget
  - 2.10.3. Batch Data Synchronization
  - 2.10.4. Remote Call-In
  - 2.10.5. UI Update Based on Data Changes
  - 2.10.6. Data Virtualization



Do you want to optimize the relationship with your customers, automate sales processes and boost your digital business with Salesforce CRM? You've come to the right place. Thanks to this Postgraduate Certificate you will achieve your objectives"





## tech 20 | Teaching Objectives



## **General Objectives**

- Understand the principles of e-commerce and its impact on the optimization of digital campaigns
- Analyze the digital sales and marketing strategies applied on e-commerce platforms
- Implement customer management solutions using Salesforce CRM
- Optimize the user experience in online stores through automation tools
- Integrate Salesforce CRM with e-commerce platforms to improve conversion
- Manage customer loyalty and retention campaigns through Salesforce CRM
- Assess the performance of e-commerce strategies through data analysis and key metrics
- Design automated workflows to improve customer relationships
- Apply personalization and segmentation techniques in customer management
- Develop skills for strategic decision making in digital environments







## **Specific Objectives**

#### Module 1. User Interface Programming in Salesforce

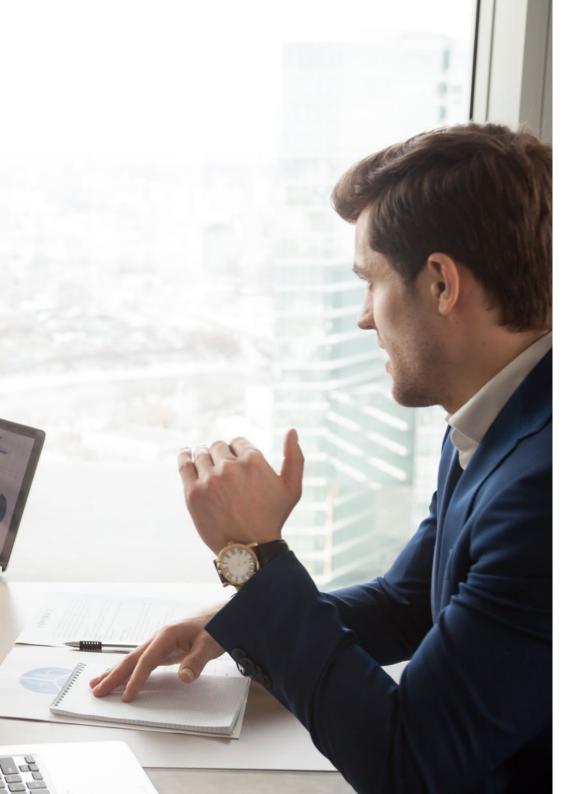
- Design and develop personalized user interfaces using Visualforce
- Build adaptive solutions for end users using Salesforce UI development tools

#### Module 2. APIs and Integrations in Salesforce

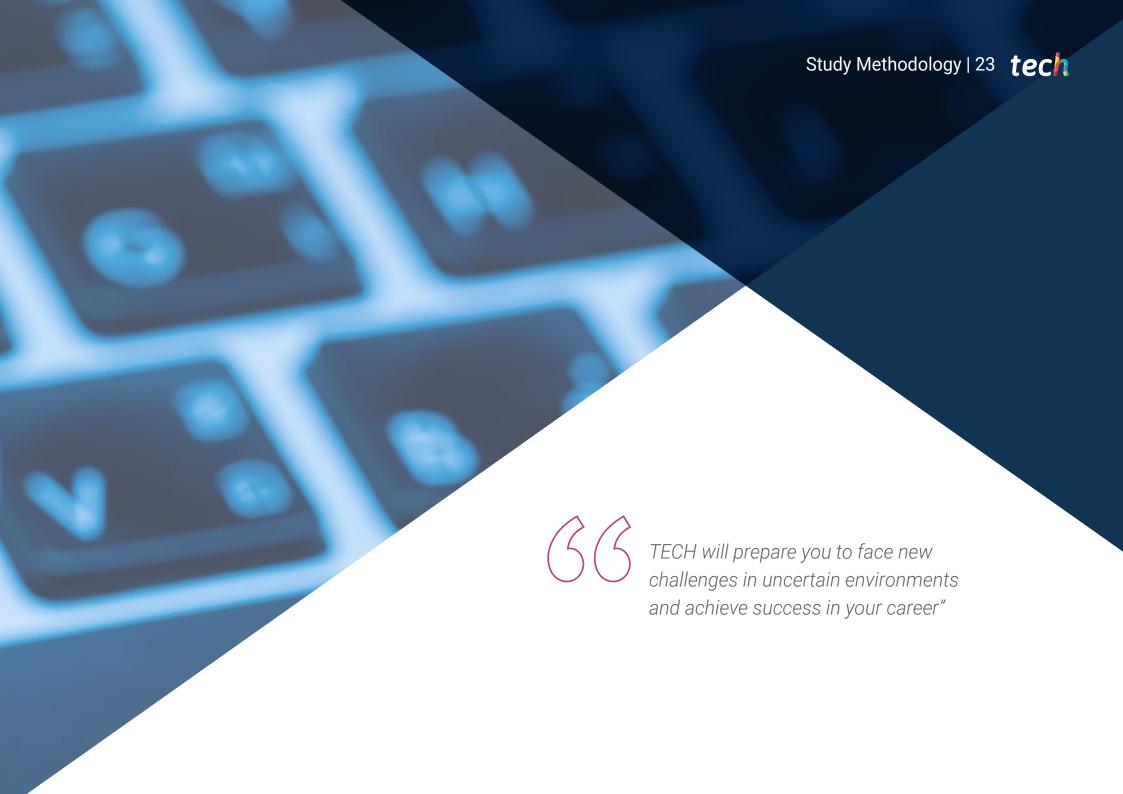
- Understand the different Salesforce APIs and their use in integrations with other systems
- Apply secure and efficient integration strategies in Salesforce



Thanks to TECH's Relearning methodology, you will assimilate the concepts in a progressive and effective way. This way you will become an expert in digital sales from anywhere in the world"







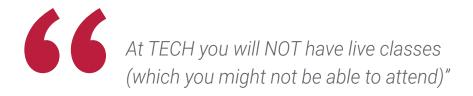
## tech 24 | Study Methodology

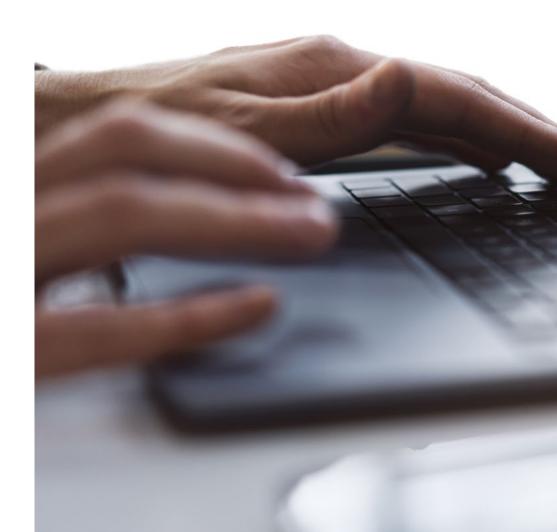
#### The student: the priority of all TECH programs

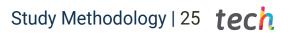
In TECH's study methodology, the student is the main protagonist.

The teaching tools of each program have been selected taking into account the demands of time, availability and academic rigor that, today, not only students demand but also the most competitive positions in the market.

With TECH's asynchronous educational model, it is students who choose the time they dedicate to study, how they decide to establish their routines, and all this from the comfort of the electronic device of their choice. The student will not have to participate in live classes, which in many cases they will not be able to attend. The learning activities will be done when it is convenient for them. They can always decide when and from where they want to study.









#### The most comprehensive study plans at the international level

TECH is distinguished by offering the most complete academic itineraries on the university scene. This comprehensiveness is achieved through the creation of syllabi that not only cover the essential knowledge, but also the most recent innovations in each area.

By being constantly up to date, these programs allow students to keep up with market changes and acquire the skills most valued by employers. In this way, those who complete their studies at TECH receive a comprehensive education that provides them with a notable competitive advantage to further their careers.

And what's more, they will be able to do so from any device, pc, tablet or smartphone.



TECH's model is asynchronous, so it allows you to study with your pc, tablet or your smartphone wherever you want, whenever you want and for as long as you want"

## tech 26 | Study Methodology

#### Case Studies and Case Method

The case method has been the learning system most used by the world's best business schools. Developed in 1912 so that law students would not only learn the law based on theoretical content, its function was also to present them with real complex situations. In this way, they could make informed decisions and value judgments about how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

With this teaching model, it is students themselves who build their professional competence through strategies such as Learning by Doing or Design Thinking, used by other renowned institutions such as Yale or Stanford.

This action-oriented method will be applied throughout the entire academic itinerary that the student undertakes with TECH. Students will be confronted with multiple real-life situations and will have to integrate knowledge, research, discuss and defend their ideas and decisions. All this with the premise of answering the question of how they would act when facing specific events of complexity in their daily work.



#### Relearning Methodology

At TECH, case studies are enhanced with the best 100% online teaching method: Relearning.

This method breaks with traditional teaching techniques to put the student at the center of the equation, providing the best content in different formats. In this way, it manages to review and reiterate the key concepts of each subject and learn to apply them in a real context.

In the same line, and according to multiple scientific researches, reiteration is the best way to learn. For this reason, TECH offers between 8 and 16 repetitions of each key concept within the same lesson, presented in a different way, with the objective of ensuring that the knowledge is completely consolidated during the study process.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.



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#### A 100% online Virtual Campus with the best teaching resources

In order to apply its methodology effectively, TECH focuses on providing graduates with teaching materials in different formats: texts, interactive videos, illustrations and knowledge maps, among others. All of them are designed by qualified teachers who focus their work on combining real cases with the resolution of complex situations through simulation, the study of contexts applied to each professional career and learning based on repetition, through audios, presentations, animations, images, etc.

The latest scientific evidence in the field of Neuroscience points to the importance of taking into account the place and context where the content is accessed before starting a new learning process. Being able to adjust these variables in a personalized way helps people to remember and store knowledge in the hippocampus to retain it in the long term. This is a model called Neurocognitive context-dependent e-learning that is consciously applied in this university qualification.

In order to facilitate tutor-student contact as much as possible, you will have a wide range of communication possibilities, both in real time and delayed (internal messaging, telephone answering service, email contact with the technical secretary, chat and videoconferences).

Likewise, this very complete Virtual Campus will allow TECH students to organize their study schedules according to their personal availability or work obligations. In this way, they will have global control of the academic content and teaching tools, based on their fast-paced professional update.



The online study mode of this program will allow you to organize your time and learning pace, adapting it to your schedule"

#### The effectiveness of the method is justified by four fundamental achievements:

- 1. Students who follow this method not only achieve the assimilation of concepts, but also a development of their mental capacity, through exercises that assess real situations and the application of knowledge.
- **2.** Learning is solidly translated into practical skills that allow the student to better integrate into the real world.
- 3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
- 4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.

## Study Methodology | 29 tech

#### The university methodology top-rated by its students

The results of this innovative teaching model can be seen in the overall satisfaction levels of TECH graduates.

The students' assessment of the teaching quality, the quality of the materials, the structure of the program and its objectives is excellent. Not surprisingly, the institution became the top-rated university by its students according to the global score index, obtaining a 4.9 out of 5.

Access the study contents from any device with an Internet connection (computer, tablet, smartphone) thanks to the fact that TECH is at the forefront of technology and teaching.

You will be able to learn with the advantages that come with having access to simulated learning environments and the learning by observation approach, that is, Learning from an expert.

## tech 30 | Study Methodology

As such, the best educational materials, thoroughly prepared, will be available in this program:



#### **Study Material**

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

This content is then adapted in an audiovisual format that will create our way of working online, with the latest techniques that allow us to offer you high quality in all of the material that we provide you with.



#### **Practicing Skills and Abilities**

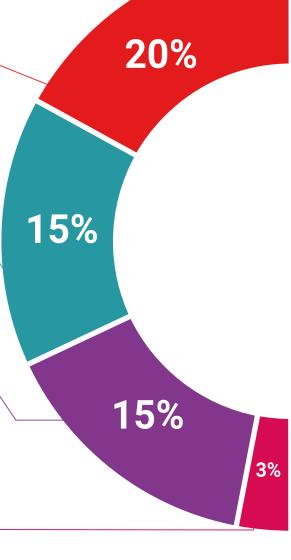
You will carry out activities to develop specific competencies and skills in each thematic field. Exercises and activities to acquire and develop the skills and abilities that a specialist needs to develop within the framework of the globalization we live in.



#### **Interactive Summaries**

We present the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".





#### **Additional Reading**

Recent articles, consensus documents, international guides... In our virtual library you will have access to everything you need to complete your education.

Case Studies

Students will complete a selection of the best case studies in the field. Cases that are presented, analyzed, and supervised by the best specialists in the world.



**Testing & Retesting** 

We periodically assess and re-assess your knowledge throughout the program. We do this on 3 of the 4 levels of Miller's Pyramid.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.





**Quick Action Guides** 

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical and effective way to help students progress in their learning.

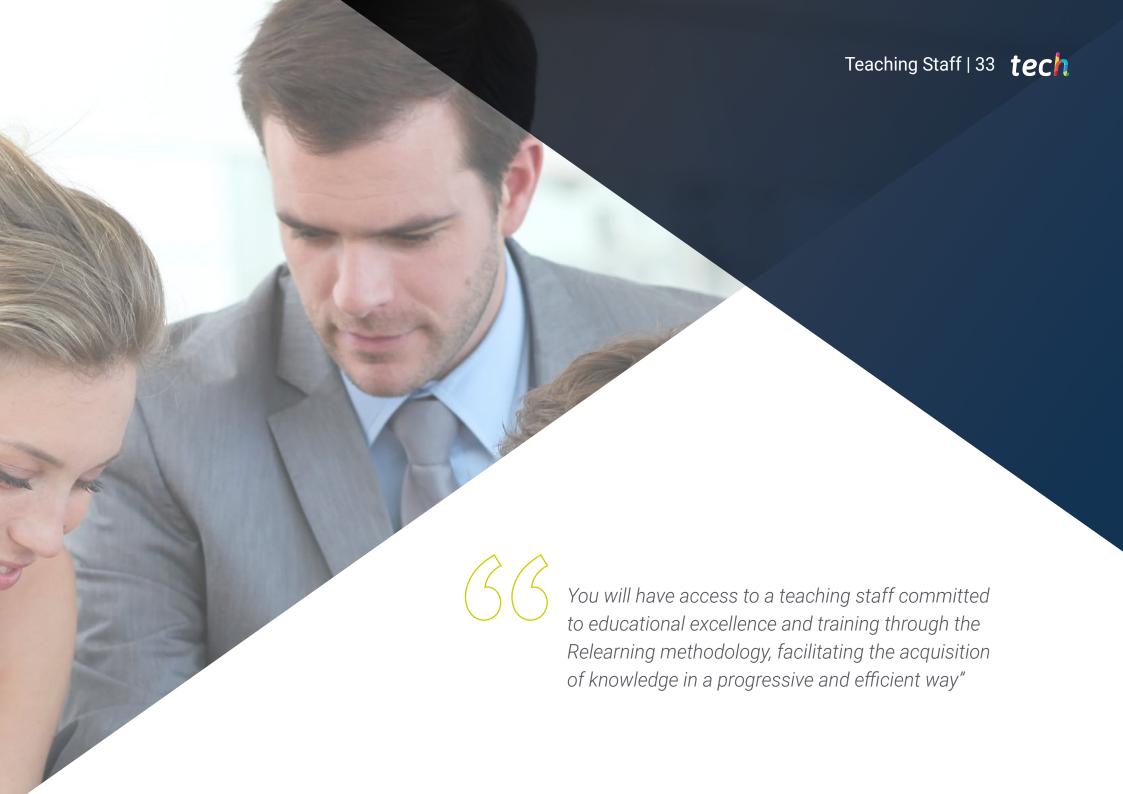


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17%



the development of conversion strategies, audience segmentation and customer loyalty, they will provide an efficient preparation oriented to the reality of the market.



## tech 34 | Teaching Staff

#### Management



### Ms. Carrillo Pineda, Carmen

- Degree in Journalism and Communication from the Universidad del Istmo
- Degree in Philosophy and Theology from the Pontifical University of the Holy Cross
- Master's Degree in Business Administration and Management from the IMF Business School
- Expert in Salesforce
- Specialist in Outbound Marketing from the Business School (Madrid)
- Expert in Business Intelligence (Power BI and Tableau) from the Center for Financial Studies



#### Mr. Sánchez García, Javier

- Degree in Computer Engineering from the Rey Juan Carlos University in Madrid
- Specialist in User Acceptance Testing at Accenture
- Specialist in Loyalty Programs and Digital Marketing at LeadClic-WAM
- Expert in Digital Marketing

#### Ms. Fernández Jiménez, Elena

- Fullstack Developer
- Degree in Software Engineering from the Complutense University of Madrid
- Expert in B2C Commerce Projects with SFCC
- Specialist in Front-end and Back-end Development





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This private qualification will allow you to obtain a diploma for the **Postgraduate Certificate in E-Commerce and Interaction with Salesforce CRM** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University**, is an official European University publicly recognized by the Government of Andorra (official bulletin). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** private qualification, is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Certificate in E-Commerce and Interaction with Salesforce CRM

Modality: online

Duration: 6 weeks

Accreditation: 6 ECTS



Mr./Ms. \_\_\_\_\_\_, with identification document \_\_\_\_\_ has successfully passed and obtained the title of:

#### Postgraduate Certificate in E-Commerce and Interaction with Salesforce CRM

This is a private qualification of 180 hours of duration equivalent to 6 ECTS, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

In Andorra la Vella, on the 28th of February of 2024



<sup>\*</sup>Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.

health information turns guarantee technology



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