

OUR LEARNING EXCLUSIVE

- Custom exam prep software and materials
- Course-specific thinQtank[®] Learning publications to make the learning fun and engaging
- Hands-on exercises in a free Salesforce Developer Edition org every day
- We do not teach the test. We always deliver valuable hands-on experience
- All reading material and study guides sent to you when you register
- Every course taught by experienced Salesforce-certified practitioners
- Six months mentoring access to our engineers after the course

TRAINING CAMP FORMAT

thinQtank[®] Learning delivers this course as a **three-day instructor-led training camp, Monday to Wednesday**. About 60% lecture and 40% hands-on labs and practice exams. Hands-on work is set to suit the group and the delivery method. Contact us for the schedule covering your dates.

PREREQUISITES

- Salesforce Certified Platform Administrator
- Sales Cloud implementation experience recommended

TARGET AUDIENCE

- Salesforce consultants and solution designers
- Senior administrators leading Sales Cloud projects
- Sales operations professionals
- Service members, veterans and military spouses using AF COOL, Army CA, MyCAA or VET TEC 2.0

EXAM

Exam	Salesforce Certified Agentforce Sales Consultant
Exam fee	\$200 USD per attempt, set by Salesforce; retakes \$100
Format	60 multiple-choice questions, 105 minutes
Passing	73%
Delivery	Testing center or online proctored; we help you schedule

DELIVERY METHODS

- Instructor-led training
- Immersive live-online training
- On-site and custom delivery

COURSE OVERVIEW

thinQtank[®] Learning is offering a unique three-day training camp comprised of three days of instructor-led learning that gives students the knowledge and skills needed to design and implement Sales Cloud solutions with Agentforce for Sales: the sales lifecycle, consulting and implementation strategy, sales data management, and predictive and generative AI for sellers.

Agentforce Sales Consultant (formerly Sales Cloud Consultant) validates the skills to design and implement Sales Cloud solutions and requires the Platform Administrator certification.

This course prepares you for the **Salesforce Certified Agentforce Sales Consultant** exam.

WHAT YOU WILL BE ABLE TO DO

- Map a customer's sales lifecycle onto Sales Cloud
- Apply consulting and implementation strategies
- Configure Agentforce for Sales
- Design sales data management and migration
- Apply predictive and generative AI to selling
- Recommend solutions that scale

COURSE OBJECTIVES

Primary course objectives, following the official exam outline:

- Sales Lifecycle
- Consulting and Implementation Strategies
- Practical Application of Agentforce Sales Expertise
- Data Management
- Predictive and Generative AI

EXCLUSIVE LEARNING PACKAGE

- thinQtank[®] Learning Accelerated Custom Exam Study Guide for this exam
- Practice exams built to the official exam outline
- Additional hours of remote lab access
- Custom video recordings for review
- Retake any or all of the course, in person or live online, for 24 months

SALESFORCE CERTIFICATION PATH

Platform Administrator

Required first

Consultant credentials

Sales, Service, Field Service, Experience Cloud

Architect credentials

Solution and technical architecture

COURSE MODULES

01 Sales Lifecycle

20% of exam

- › Topic A: Leads to cash
- › Topic B: Opportunity management
- › Topic C: Forecasting and territories

02 Consulting and Implementation Strategies

25% of exam

- › Topic A: Discovery and requirements
- › Topic B: Solution design
- › Topic C: Change management and adoption

03 Practical Application of Agentforce Sales Expertise

24% of exam

- › Topic A: Agentforce for Sales
- › Topic B: Sales engagement
- › Topic C: Configuration choices

04 Data Management

18% of exam

- › Topic A: Data quality and migration
- › Topic B: Account and contact models
- › Topic C: Integration considerations

05 Predictive and Generative AI

13% of exam

- › Topic A: Einstein predictive features
- › Topic B: Generative AI for sellers
- › Topic C: Trust and governance

TERMS

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