



YouTube Videos provided by Salesforce to prepare for the Lightning Experience:

Video Name and Link	Duration
• What is CRM?	2:20
• Salesforce Sales Cloud Overview Demo	2:01
• Lightning Experience: Let's Take it for a Spin	4:26
• Search in Salesforce (Lightning Experience)	2:05
• Salesforce Lead and Campaign	1:32
• Accounts and Contacts Management - Sales Cloud Demo	0:47
• Opportunity Management - Sales Cloud Demo	0:56
• Reports and Dashboards - Sales Cloud Demo	0:58
• Connecting to Salesforce in Outlook	3:37
• Working with List Views (Lightning Experience)	4:06
• Salesforce Files in Lightning Experience	2:30
• Work Your Opportunities and Manage Your Pipeline (Lightning Experience)	4:16
• Use Tasks to Boost Sales Productivity (Lightning Experience)	4:28



Trailhead Modules recommended to familiarize you with the Lightning Experience

Learn Salesforce with Trailhead: Click here or navigate to [Trailhead.Salesforce.com](https://trailhead.salesforce.com)

Trails	Time	Trail Modules
Trailhead Basics	~15 min	Getting Started With Trailhead Find Your Way Around Trailhead Troubleshoot and Find Answers to Common Questions
Sales Cloud: Quick Look	~45 min	Get to Know Sales Cloud Grow Your Business with Sales Cloud Measure Sales Metrics that Matter Learn About the Salesforce Platform Advantage
Learn to Work in Lightning Experience	~1 Hr	Get Your Bearings Navigate Around Work with List Views Work with Your Data
Leads & Opportunities for Lightning Experience	~1 Hr	Create and Convert Leads Work Your Opportunities Visualize Success with Path and Kanban
Accounts & Contacts for Lightning Experience	~30 min	Get Started with Accounts and Contacts Understand Account and Contact Relationships
Opportunity Management	~30 min	Work as a Team to Build a Strong Pipeline Qualify and Route Leads to Your Reps Manage Opportunities to Close Deals
Total Estimated Time To Complete	4 Hours	