

Activity Tracking

Get insights from Sales Cloud to close more deals.

Learn how to analyze information in Sales Cloud to help your team win deals. Team up with a Salesforce expert to review your current opportunity and reporting process, as well as your current activity tracking. Then, we'll show you how to examine your data to find the activities most likely to close deals.

What it can do for you.

- Reduce the length of your sales cycle
- Improve sales productivity
- Empower your teams to win more deals

How It Works

A Certified Specialist will guide you through the process via two calls totaling 4 hours over 1 week.

Discovery

- Review your current opportunity and reporting process
- Review your current activity tracking

Analysis

- Examine activities, parent associations, and what insights can be learned through analysis

Outcomes

- Increase revenue by winning more deals
- Increase sales productivity by closing deals faster
- Increase visibility and transparency through shared reporting
- Increase the adoption of Salesforce by driving activity logging
- Decrease in time to complete your sales cycle

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 4 hours

GOAL

Gain business insights.

INTENDED USER

Sales Cloud customers.

PREREQUISITES

- Must have Premier or Signature Success Plan.
- A sales leader/executive sponsor is engaged and committed to the outcome
- Sales Cloud currently in use
- Participation by administrative and sales staff

To schedule your 1-on-1 Accelerator, [visit our Help Portal](#), or contact your account executive or success team today!

Corporate Headquarters

The Landmark @ One Market Street
Suite 300
San Francisco, CA 94105
United States
1-800-NO-SOFTWARE
www.salesforce.com/services-training/add-ons/accelerators

Global Offices

Latin America +1-415-536-4606
Japan +81-3-5785-8201
Asia / Pacific +65-6302-5700
EMEA +4121-6953700

