

Salesforce Career Success Bootcamp



Module 10: Salesforce Interview Success Pack

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Lesson 1 - Introduction

In this introductory lesson, I lay the groundwork for what to expect during this module.

Notes:

Lesson 2 – Salesforce Pre-Interview Tips

In this lesson, I discuss key things you should do before interviewing.

Notes:

Lesson 3 – Typical Interview Process

In this lesson I cover the cadence and sequence that a typical interview takes. This goes for phone, video, or in-person interviews. This lesson will help prepare you for what to do when, so you can anticipate what comes next while in an interview and to orient yourself all along the way, so you can remain focused.

Notes:

Lesson 4 – Contract vs. Permanent Jobs

Confused between the difference of Contract vs Employee jobs? In this lesson, I discuss some of the nuances and factors you'll want to take into consideration as you attempt to land a Salesforce job.

Notes:

Lesson 5 – Succeeding at Phone Interviews

In this lesson, I cover several ways to succeed at phone interviews.

Notes:

Lesson 6 – Succeeding at In-Person Interviews

In this lesson, I cover several ways to succeed at phone interviews.

Notes:

Lesson 7 – Succeeding at Video Interviews

In this lesson, I cover several ways to succeed at video interviews. I also introduce you to a couple of helpful resources for video interviews:

Resources:

[Skype Call Recorder Software by ecamm.com](http://ecamm.com)

[The Webaround](#)

Notes:

Lesson 8 – Let Them Tell You

In this lesson, I discuss the extreme important of not underselling your abilities in the interview and job pursuit process. I encourage you to let them tell you that you are not _____(fill in the blank) rather than you telling them whatever (often false) beliefs you have about yourself.

Remember that you just need to know a little bit more about Salesforce than the person interviewing you. They don't need an expert that knows the entire platform, because that person does not exist. They need you, so convince them of that fact and let them tell you otherwise!

Notes:

Lesson 9 – Finishing an Interview Strong

In this lesson, I address the importance of saving your best for last. The end of an interview is NOT the time to wimp out or shrink back. Save something in the tank for the final minutes so that you are at maximum energy and excitement. Reiterate your interest in the position, and that THIS is your top choice.

I also discuss tips on what to do after the interview is done. Be sure to send a note of thanks afterwards, thanking them for their time, and restating your excitement and interest, as well as how much you enjoyed the talk.

Reference the “Getting to the Frictionless Yes” video from my Launch Your Salesforce Career Workshop – Replay available in the Member’s Area.

Notes:

Lesson 10 – Salesforce Interview Questions

In this lesson, I walk through some of the more typical Salesforce interview questions that you will field. Some of these are general in nature, and will apply to any job interview, and not just Salesforce. I address different approaches on how you might choose to answer these sample questions below:

Sample Salesforce Interview Questions

1. Did you have any trouble finding us?
2. Why do you want to work here?
3. What other opportunities are you currently exploring?
4. Tell me about yourself. What have you been up to the past couple of years?
5. Tell me about a problem you solved on the Salesforce platform.
6. What is the most complex scenario you figured out on the Salesforce platform?

Notes:

Lesson 11 – More Salesforce Interview Questions

I continue discussing further Salesforce interview questions in this lecture. In this lecture, I don't provide further guidance to each question, but leave it to you to see how you might answer these questions. If there are questions and terminology you are unfamiliar with, it will serve you well to further investigate and figure out how you would answer these questions.

Sample Salesforce Interview Questions

I discuss some of these questions below, but there are others that I have added that didn't find their way into the video lesson.

1. Can you explain to me what the difference is between Profiles and Roles?
2. I have a scenario where I need to automate the creation of a survey. I want to be able to check a checkbox on a contact record and save it and have a new interview record automatically created for that contact record. How can I do that?
3. How can I see who all can see a particular record? I would like to see who can see what, and why. How can that be done?
4. What is the largest number of users that you have ever supported on the Salesforce platform?
5. How familiar are you with the Software Development Lifecycle?
6. Have you ever worked in an Agile environment?
7. What is a SCRUM Master?
8. Without a lot of experience on the Salesforce platform, how would you tackle estimating your time to complete a task?
9. Have you ever used the Agile Accelerator?
10. To start you off, we will begin you with resolving bugs and small feature requests. Would you have a problem with that?
11. We are running out of space for our data. What are some things we could do to figure out how to conserve space? We don't want to just throw more money Salesforce's way and just buy more space.
12. If I came to you asking for a small change to be slipped into Production, could you do that for me?
13. We have a team of developers, all working on different things. How can we be sure that we aren't stepping on one another's' work?
14. I don't like the standard page layout for Cases. There's only a few key fields that a rep needs to address for each Status of a Case. What are the options we could do to streamline a rep's workflow and make the interface more user friendly and intuitive?
15. How can we back up our Salesforce data?
16. Have you ever seen an instance where users were assigned to multiple profiles?

Notes:

Lesson 12 - Module Review and Weekly Assignment

Let's take a look back on all the things we covered in this module:

- Phone interviews
- In-person interviews
- Video interviews
- Pre-interview tips
- Post-interview tips
- Salesforce Interview Questions
- What else?

Weekly Assignment

For this week's assignment, I want to challenge you to apply to several Salesforce jobs. This assumes that you have completed last module's work of updating your LinkedIn profile and resume.

Mark your LinkedIn profile as open to new opportunities and update your profile often. The recency of updates on LinkedIn and the job boards such as Dice, Monster, Indeed, CareerBuilder, etc. is one of the top signals that causes you to be sorted higher on the list in search results – it is a signal to recruiters and hiring managers that you are actively looking.

Stretch Assignment for Experienced Bootcampers

Land a job interview, or multiple job interviews. Submit yourself to jobs you feel unqualified for and see how it goes.

You can also try to connect with other Bootcampers to see if anyone is willing to Role Play and practice job interviews via Skype or Google Hangouts. You can leverage the list of questions in this workbook or come up with some of your own. You can also record the discussion – with permission of the participants, to play back for further review. Leverage this to improve your speaking, delivery, and answers. This will be invaluable in getting you over the hump of interview nerves as well as to learn what questions you need to have an answer for.

