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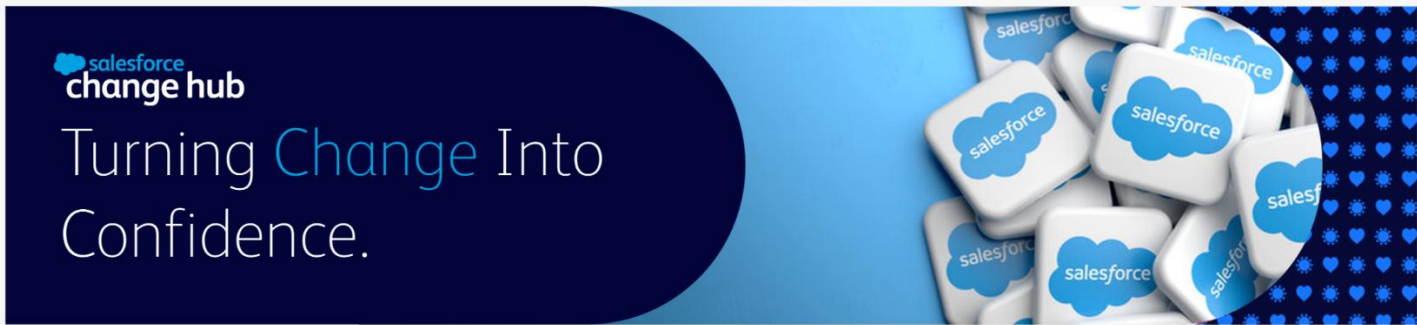## Salesforce Change Hub

change hub

Turning Change Into Confidence.

Explore What's *NEW* in Salesforce!

Bite-sized videos that walk you through the latest CRM enhancements.

The Salesforce Change Hub is your centralized video gallery to support you as we roll out new enhancements and updates to our CRM. The Change Hub provides training videos that highlight key changes and targeted guidance to help you understand what's new in Salesforce encouraging confident, consistent adoption of Salesforce for every associate.

New to Salesforce? Get started with The Essentials.

[What is Salesforce?]   [Explore Salesforce Mobile]

How to log a Customer Event

Every meaningful customer interaction, virtual or in-person, should be logged in Salesforce within 24 hours. Keeping your events up to date ensures your pipeline reflects reality, helps your manager see the full picture, and saves you from having to rehash details later so you can focus on moving deals forward.
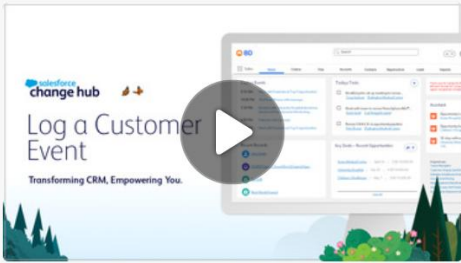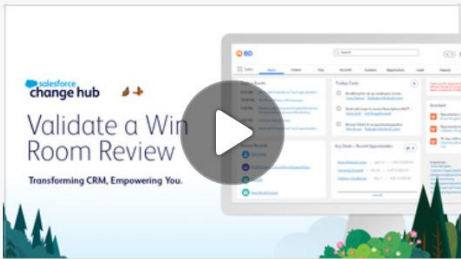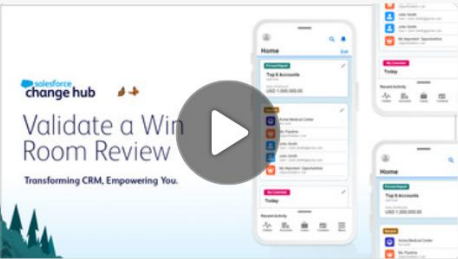
Desktop | Mobile
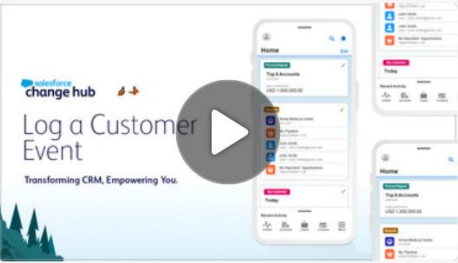
How to validate a Win Room Review

Win Room reviews happen twice a month and give you dedicated time with your manager to strategize around top deals. Acknowledging the review in Salesforce creates a clear record of alignment, making it easier to get timely support and identify risks before they slow down your deal.
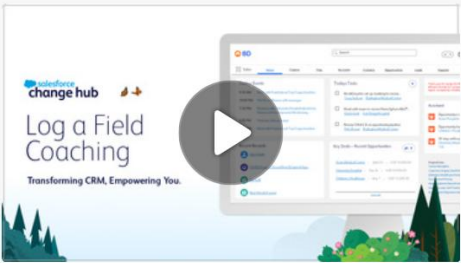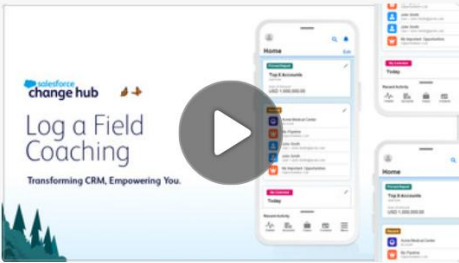
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How to log a Field Coaching

Field coaching sessions are meant to strengthen your selling skills and provide in-person support from your manager. Logging these sessions ensures the feedback and coaching you receive are captured, giving you a trackable history of your development and progress.
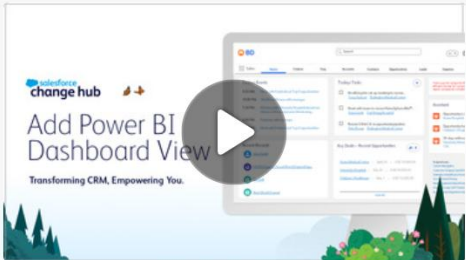
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How to add Power BI Dashboards

Power BI dashboards bring your accounts and opportunities into one clear, visual view inside Salesforce. By setting them up, you'll spend less time digging through reports and more time making smart decisions that move deals forward.

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New to Salesforce?
Get started with The Essentials.

[LOGIN]

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salesforce essentials

Explore more Sales Enablement.

Salesforce CRM

Salesforce Change Hub
Salesforce Essentials

Sales Development

Sales Effectiveness
Talent Programs
New Hire Onboarding

Inside Sales

Incentive Compensation

Discover more sales enablement news & updates in Beyond the Deal.