

Key Elements of Salesforce Gamification



Leaderboards

Leaderboards display rankings, showcasing top-performing individuals or teams based on specific metrics or achievements. They promote friendly competition and provide users with a clear view of their progress compared to others.



Badges & Points Systems

Points are awarded to users for various activities, such as completing tasks, closing deals, or achieving sales targets. Accumulating points can lead to rewards or improved standings on leaderboards.



Challenges and Quests

Gamification often involves setting challenges or quests for users to complete. These challenges can be time-bound or task-specific, encouraging engagement and competition. These elements foster healthy competition among your sales and service teams, spurring them to achieve their best.