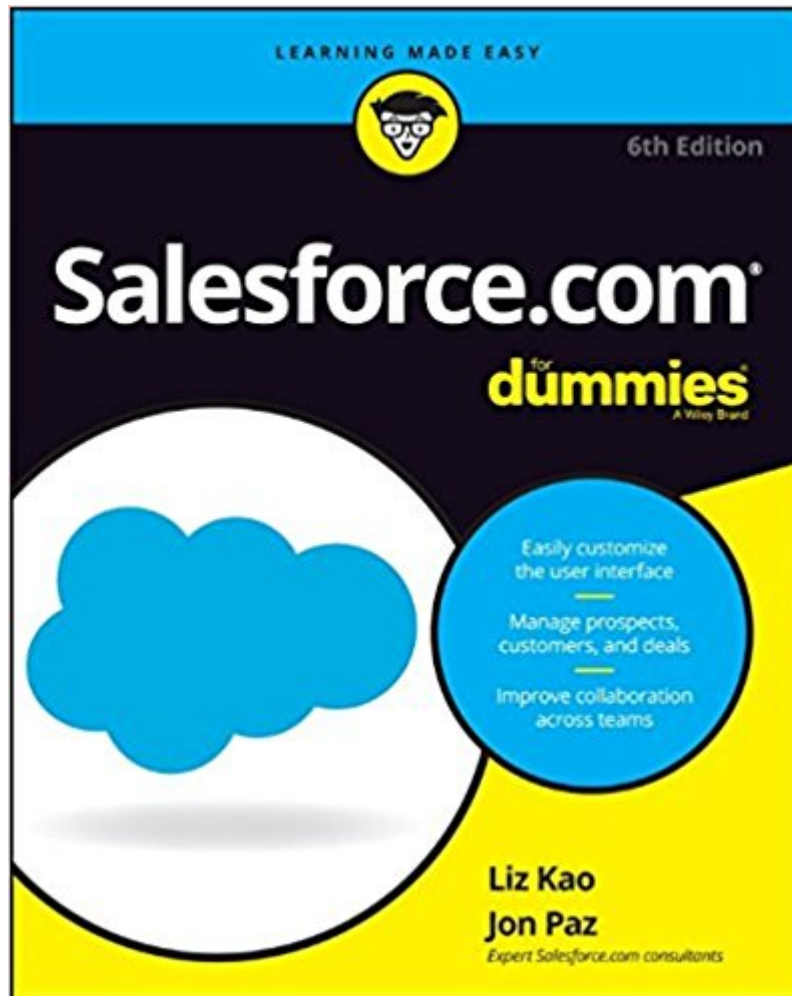




Ebook Directory
the best source of ebook

The book was found

Salesforce.com For Dummies



Synopsis

Your all-access guide to reaping the benefits of Salesforce.com Salesforce.com has a rapidly expanding influence over the way companies across the globe interact with their clientele. Written by Salesforce.com insiders with years of experience in customer relationship management (CRM) solutions, Salesforce.com For Dummies gives you an edge in building relationships and managing your company's sales, marketing, customer service, and support operations. You'll discover how to organize contacts, schedule business appointments, use forecasting tools to predict upcoming sales, create accurate projects based on past performance, and so much more. A customizable, on-demand CRM solution, Salesforce.com allows businesses to organize and manage all of their customer information—leads, opportunities, contacts, accounts, cases, and solutions—in one place. Whether you're a Windows or Mac user, this down-to-earth, friendly guide shows you how to maximize Salesforce.com's capabilities to close deals faster, gain real-time visibility into sales, and collaborate instantly. Customize the new user interface with apps, widgets, and tools Prospect leads, drive sales, and provide outstanding customer service Manage contacts, identify opportunities, and analyze your results Collaborate with colleagues using Chatter If you're new to Salesforce.com or an existing user looking for the latest tips and tricks to maximize its potential, this friendly guide has you covered.

Book Information

Series: For Dummies

Paperback: 456 pages

Publisher: For Dummies; 6 edition (April 25, 2016)

Language: English

ISBN-10: 812656301X

ISBN-13: 978-1119239314

ASIN: 1119239311

Product Dimensions: 7.3 x 0.9 x 9.1 inches

Shipping Weight: 1.4 pounds (View shipping rates and policies)

Average Customer Review: 3.6 out of 5 stars 11 customer reviews

Best Sellers Rank: #70,793 in Books (See Top 100 in Books) #23 in Books > Textbooks >

Business & Finance > Sales #105 in Books > Computers & Technology > Business

Technology > Software > Enterprise Applications #272 in Books > Business & Money >

Marketing & Sales > Sales & Selling

Customer Reviews

Easily customize the user interface Manage prospects, customers, and deals Improve collaboration across teams Put Salesforce.com to work for you More than 150,000 businesses worldwide successfully manage their sales, marketing, and customer service and support functions with Salesforce.com. With the savvy, easy-to-follow advice in this book, you can take advantage of this leading CRM solution right away. Generate more leads, please customers, and measure results, starting now! InsideÛçâ ÑÂ| Make accurate projections Organize and develop contacts Personalize settings and pages Configure to your mobile device Collaborate in the cloud Maintain a leads database Join Salesforce communities

Liz Kao learned to use, sell, implement, and build processes for Salesforce.com while working for the company. She has built dozens of business-specific apps for the software. Jon Paz is a Salesforce consultant who has helped enterprise clients deliver world-class solutions to business challenges.

With my company purchasing this new CRM, I thought I would try to get a jump on it and start studying this book. After using Salesforce for about 5 months now, I can say this book was way too technical and detailed without helping me much. Either it is written to cover too broad of a reader or I just use the absolute basics in SF. I tried and tried to find much value, without success.. There has got to be better books on Salesforce but this one is one I would skip.

Great summary of salesforce. The documentation on SF is overwhelming and this makes it quite concise and easily understandable if you were lost like me.

This will come in very handy when training my team.

Awesome book for anyone looking to learn more about Saleforce

Great book for anyone starting to use Salesforce.

Fine

Very detailed. Too difficult to follow. If you're seeking a basic understanding or a primer, this is not

for you.

Informative

[Download to continue reading...](#)

Salesforce.com For Dummies Predictable Revenue: Turn Your Business Into A Sales Machine with the \$100 Million Best Practices of Salesforce.com Behind the Cloud: The Untold Story of How Salesforce.com Went from Idea to Billion-Dollar Company and Revolutionized an Industry Canon EOS Rebel T6/1300D For Dummies (For Dummies (Lifestyle)) Photoshop Elements 15 For Dummies (For Dummies (Computer/Tech)) Digital SLR Photography All-in-One For Dummies (For Dummies (Computers)) Canon EOS 80D For Dummies (For Dummies (Lifestyle)) Canon EOS Rebel T7i/800D For Dummies (For Dummies (Computer/Tech)) Diabetes and Carb Counting For Dummies (For Dummies (Lifestyle)) Asthma For Dummies (For Dummies (Health & Fitness)) Detecting and Living with Breast Cancer For Dummies (For Dummies (Lifestyle)) Arizona For Dummies (Dummies Travel) Colorado & the Rockies For Dummies (Dummies Travel) Nikon D3400 For Dummies (For Dummies (Lifestyle)) GoPro Cameras For Dummies (For Dummies (Lifestyle)) Nikon D5600 For Dummies (For Dummies (Lifestyle)) Canon EOS Rebel T6i / 750D For Dummies (For Dummies (Computer/Tech)) Blockchain For Dummies (For Dummies (Computers)) Bitcoin For Dummies (For Dummies (Business & Personal Finance)) Medicare For Dummies (For Dummies (Lifestyle))

Contact Us

DMCA

Privacy

FAQ & Help