Record Nr. UNINA9910782130603321 Autore Scott Joel Titolo Microsoft Dynamics CRM 4 for dummies [[electronic resource] /] / Joel Scott, David Lee Indianapolis, IN, : Wiley, 2008 Pubbl/distr/stampa 1-118-05260-9 **ISBN** 0-470-39753-5 Edizione [1st ed.] Descrizione fisica 1 online resource (434 p.) Collana -- For dummies Altri autori (Persone) LeeDavid <1950-> WeissScott Disciplina 658.8120285536 Soggetti Customer relations - Data processing Relationship marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto Microsoft Dynamics CRM 4 for Dummies; About the Authors; Authors' Acknowledgments; Contents at a Glance; Table of Contents; Introduction; Part I: Microsoft CRM Basics; Part II: Setting Things Up; Part III: Managing Sales; Part IV: Making the Most of Marketing; Part V: Taking Care of Your Customers; Part VI: The Part of Tens; Index Customer relationship management, or CRM, is certainly a hot topic in Sommario/riassunto business today. If you have a small or medium-sized business, chances are you're already aware of all it can do for you. But with so many options and so much to think about, how do you get a CRM system in place with a minimum of hassle? Well, Microsoft Dynamics CRM 4 For Dummies is a great place to start! Written by veteran CRM experts Joel Scott and David Lee, this friendly guide will have you understanding and using Microsoft's CRM solution in a jiffy. Whether you're

considering a CRM system for the first time or