

1. Record Nr.	UNINA9910973363403321
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Soggetti	Customer relations - Management - Data processing Marketing - Management - Data processing Sales management - Data processing Salesforce (Online service)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
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Note generali	Includes index.
Nota di contenuto	Intro -- Salesforce CRM: The Definitive Admin Handbook Second Edition -- Table of Contents -- Salesforce CRM: The Definitive Admin Handbook Second Edition -- Credits -- About the Author -- About the Reviewers -- www.PacktPub.com -- Support files, eBooks, discount offers and more -- Why Subscribe? -- Free Access for Packt account holders -- Instant Updates on New Packt Books -- Preface -- What this book covers -- What you need for this book -- Who this book is for -- Conventions -- Reader feedback -- Customer support -- Errata -- Piracy -- Questions -- 1. Organization Administration -- User login and authorization -- Does the user's profile have any login restrictions? -- Login hour restrictions -- IP address restrictions -- Does the user's IP address appear within your organization's trusted IP address list? -- Trusted IP range -- Has the user been activated from this IP address before? -- Does the user's web browser have a valid cookie stored from Salesforce? -- Computer activation process -- User Interface -- API or a desktop client -- Establishing your company profile within Salesforce -- Company information and primary contact details -- Default language, locale, and time zone -- Default language -- Default locale -- Default time zone -- License information -- Currencies and conversion rates -- Single currency -- Multiple currencies -- Active currencies -- Manage Currencies -- Dated exchange rates -- Fiscal

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Configuring tasks for workflow rules and approval processes.

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A practical guide which will help to discover how to setup and configure the Salesforce CRM application. It offers solutions and practical examples on how to further improve and maintain its functionality with clear systematic instructions. Being highly organized and compact, this book contains detailed instructions with screenshots, diagrams, and tips that clearly describe how you can administer and configure complex Salesforce CRM functionality with absolute ease. This book is for administrators who want to develop and strengthen their Salesforce CRM skills in the areas of configuration and system management. Whether you are a novice or a more experienced admin, this book aims to enhance your knowledge and understanding of the Salesforce CRM platform and by the end of the book, you should be ready to administer Salesforce CRM in a real-world environment.
