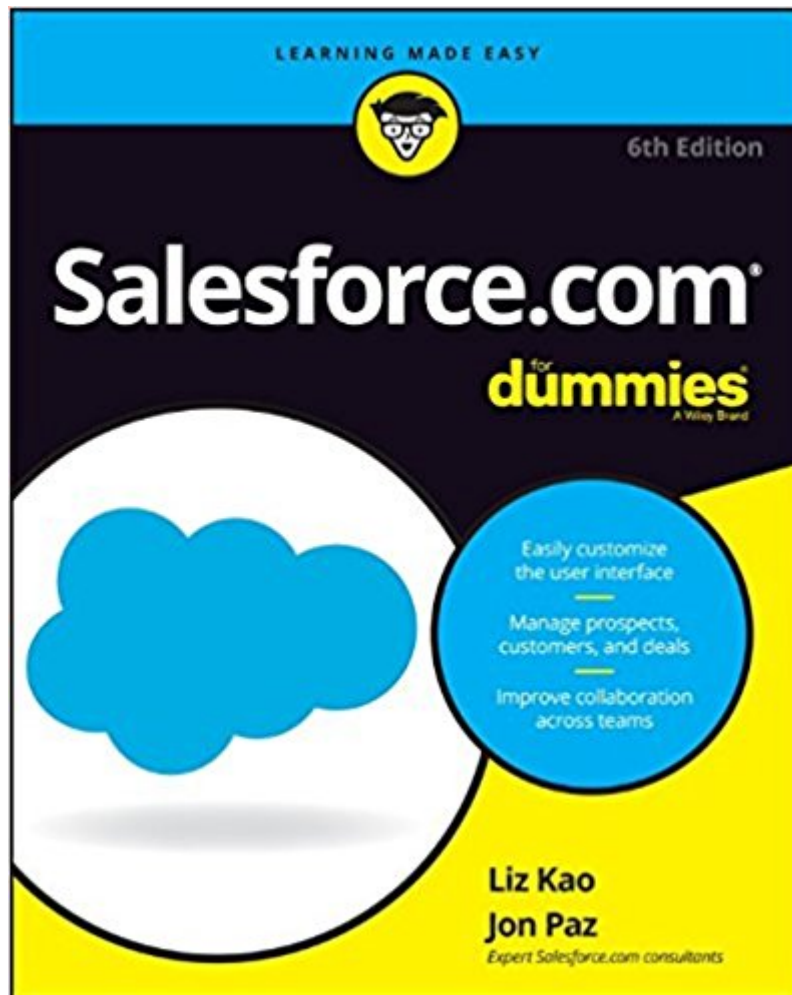


The book was found

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: 1119239311

ISBN-13: 978-1119239314

Product Dimensions: 7.4 x 0.9 x 9.2 inches

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

Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (2 customer reviews)

Best Sellers Rank: #20,024 in Books (See Top 100 in Books) #3 in [Books > Textbooks > Business & Finance > Sales](#) #20 in [Books > Computers & Technology > Business Technology > Software > Enterprise Applications](#) #92 in [Books > Business & Money > Marketing & Sales > Sales & Selling](#)

Customer Reviews

Very nice. Well written and to the point.

Informative

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

Salesforce.com For Dummies (For Dummies (Computer/Tech)) 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 [(Predictable Revenue: Turn Your Business Into a Sales Machine with the \$100 Million Best Practices of Salesforce.com)] [Author: Aaron Ross] [Jul-2011] Windows XP Timesaving Techniques For Dummies (For Dummies (Computer/Tech)) Microsoft SQL Server 2008 For Dummies (For Dummies (Computer/Tech)) Java All-In-One Desk Reference For Dummies (For Dummies (Computers)) Beginning Programming with Java For Dummies (For Dummies (Computers)) Quicken 2015 For Dummies (Quicken for Dummies) Excel 2016 For Dummies (Excel for Dummies) PowerPoint 2016 For Dummies (Powerpoint for Dummies) QuickBooks 2017 For Dummies (Quickbooks for Dummies) Outlook 2016 For Dummies (Outlook for Dummies) Office 2016 For Seniors For Dummies (For Dummies (Computer/Tech)) Access 2016 For Dummies (Access for Dummies) QuickBooks Online For Dummies (For Dummies (Computers)) Wine for Dummies Pocket Edition (Wine for Dummies) Weddings For Dummies (For Dummies (Lifestyles Paperback)) Canon EOS Rebel T6/1300D For Dummies (For Dummies (Computer/Tech))

[Dmca](#)