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Reviews

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(Dr. Raven Ledner)*

SALESFORCE CRM ADMIN COOKBOOK.: SOLUTIONS TO HELP YOU IMPLEMENT, CONFIGURE, AND CUSTOMIZE YOUR BUSINESS APPLICATIONS WITH SALESFORCE CRM AND LIGHTNING EXPERIENCE (PAPERBACK)



Packt Publishing Limited, United Kingdom, 2017. Paperback. Condition: New. 2nd Revised edition. Language: English . Brand New Book ***** Print on Demand *****. Extend and unleash the power of Salesforce CRM and the advanced features of the Lightning interface to create techniques for user interaction and derive real-world solutions. Key Features Implement advanced user interface techniques to improve the look and feel of Salesforce CRM. Discover hidden features and hacks that extend standard configuration to provide enhanced functionality and customization. Build real-world process automation using detailed recipes to harness the full power of Salesforce CRM. Book Description Salesforce CRM is a market-leading customer relationship management (CRM) application that is accessed over the internet. This application greatly enhances a company's sales performance, improves customer satisfaction, and provides a robust customer relationship management system for an organization. Salesforce CRM Admin Cookbook, Second Edition enables you to instantly extend and unleash the power of Salesforce CRM and its Lightning Experience framework. It provides clear, comprehensive instructions along with detailed screenshots and code. Whether you are looking for solutions to enhance the core features, such as data management, process automation, data validation, and home page administration, or are looking for ideas on advanced customization techniques, this book will provide you with immediate, practical, and exciting real-world recipes. This book guides you through interesting topics spanning a variety of functional areas. Recipes are provided that allow you to configure, build and extend the capability of Salesforce CRM using the Lightning Experience framework. What you will learn Building home page components and creating custom links to provide additional functionality and improve the Home Tab layout Improving the look and feel of Salesforce CRM with the presentation of graphical elements using advanced user interface techniques Improving the data quality in Salesforce CRM and automatic data capture...

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