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[Salesforce.com For Dummies](#) Tom Wong, Liz Kao, Matt Kaufman, 2014-04-21 Author Tom Wong is not included on title page in this edition but is noted on cover

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Duration 3 months

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migrating and managing your data Get started solving common sales marketing client and customer service challenges with salesforce com and make your business a force to be reckoned with *Marketing and Sales Automation* Uwe Hannig,Uwe Seebacher,2023-05-02 This book clarifies based on latest findings and research what one needs to know about marketing and sales automation how to manage projects to implement them select and implement tools and what results can be achieved It also outlines what can be expected in the future such as the automation of corporate communication and Human Resources The range of topics spans from the creation of a valid data base in the context of applied AI for realizing predictive intelligence and the effects of data regulations such as the European General Data Protection Regulation GDPR when addressing customers and prospects to recommendations for selecting and implementing the necessary IT systems Experts also report on their experiences in regard to Conversion rate optimization CRO and provide tips and assistance on how to optimize and ensure the highest RoI for marketing and sales automation A special focus will be placed on the dovetailing of marketing and sales and the management of the customer journey as well as the improvement of the customer experience

Salesforce Service Cloud For Dummies Jon Paz,T. J. Kelley,2015-03-23 Learn how to provide top grade customer service anywhere anytime with Salesforce Service Cloud Salesforce Service Cloud empowers your service organization to interact with customers through any channel and provide an individualized experience that will be worth sharing for your customers and for your company Salesforce Service Cloud For Dummies is one the first books to focus specifically on Salesforce Service Cloud software With it you ll discover how to set up a sophisticated support center for your business in a matter of a few hours Whether you re a service executive manager support agent or system administrator you will discover how to maximize usage of Service Cloud through best practices and step by step guidelines This book will help your customer service departments gain a holistic view of the customers they serve and provide your customers with meaningful efficient interactions Examines how to enable your agents to provide efficient service Discusses how to interact with customers through any channel Offers insights on improving internal communication and collaboration Shows how to resolve customer s questions in a timely manner Take advantage of this opportunity to be heard above your competition with the help of Salesforce Service Cloud For Dummies **From Zero to Hyper-Personalisation** Tiago J. C. Sousa,2024-08-14 From Zero to Hyper Personalisation Marketing CRM and Automation Strategies with Artificial Intelligence in the MarTech Era In a world where technology reshapes marketing at every moment how can lasting customer relationships be built How can communication be personalised at scale while delivering exceptional results The answer lies in the strategic combination of CRM marketing automation and artificial intelligence This practical and comprehensive guide takes the reader on a journey through the digital transformation of marketing revealing the power of MarTech to attract convert and retain customers Discover how to Master CRM Organise and centralise customer data to achieve a 360 degree view enabling personalised and effective communication at every stage of the buying journey Automate Marketing Optimise processes personalise

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Women in Technical Communication Sharon Burton,2026-03-30 For the rst time the stories of the women who built the profession of technical communication have been brought together These women helped shape how the world understands technology Spanning fty years of innovation from typewriters to personal computers to smartphones these rst hand stories reveal how women in technical communication carved out careers led change and de ned a eld in constant motion Told in their own words this anthology celebrates the pioneers who turned communication into a bridge between people and technology

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