

Salesforce

Cheat Sheet

Introduction

- Cloud Solution** - Salesforce is leading Customer Relationship Management (CRM) software, offers various features to help organisations keep track of their accounts, contacts and opportunities.
- Cloud Sales** Sales cloud helps in supporting a sales process, which includes campaigns, leads, accounts and contacts and is used by sales organisations.
- Service Cloud** Service Cloud also provides functionalities such as entitlements, knowledge base and case management. Used by support organisations.

Salesforce Objects

- Standard Objects** - The objects are already created for the user by the Salesforce platform, also called Account Object. **Objects** are Account, Account History, Case, Contact, User, Asset, Domain.
- Custom Objects** - Objects that are created by user, based on the business processes.
 - Features:
 - Can build page layouts to control fields, and the read-write access.
 - Can import custom object records.

Salesforce Objects Continued...

- External Objects** - The objects which you create map to the data stored outside your organisation.
 - Can create reports and dashboards to analyse custom object data.
 - Can create a custom tab for the custom object.
 - Can track tasks and events.
 - Can import custom object records.
- Standard Objects** - The objects are already created for the user by the Salesforce platform. Also called Account Object. **Objects** are Account, Account History, Case, Contact, User, Asset, Domain.
- Custom Objects** - Objects that are created by user, based on the business processes.
 - Features:
 - Can build page layouts to control fields, and the read-write access.
 - Can import custom object records.

Visualforce



Dashboards



- Provides more insights than reports.
- Combines data from many reports.
- Shows a summarised result.

Salesforce Relational Tables

- Salesforce Platform stores data in relational tables.
- These relational tables are also called API Objects.

Automate Business Processes

- Select an Object to start the process.
- Map criteria to the object to allow the start of the process.
- Map action to the criteria to trigger the execution of the process.

Other Features in Salesforce

- Sales Collaboration
- Email Integration
- File Sync Share
- Sales Forecasting
- Territory Management

Steps to Create Reports



Steps for Exporting Data



Steps for Importing Data



Salesforce User Guide

Rachel Sandford



Salesforce User Guide:

Salesforce Christopher Matthew Spencer, 2018-05 Increase customers and their satisfaction while growing your business with the world's #1 customer relationship management CRM software This 6 page laminated guide breaks down options for data and resource transition data migration and essential tools and their function Written by our sales and Salesforce guru and Lynda.com author Christopher Matthew Spencer this well rounded primer to this powerful tool will show you the ropes and get you up and running with a proven roadmap to customer satisfaction and success 6 page laminated guide includes Intro to Salesforce CRM Salesforce Clouds Salesforce CRM Editions Planning Transition Data Migration Initial Setup Permission Sets Profiles Users Groups Queues Roles Organization Wide Default Sharing Settings Data Sharing Overview Health Check Tips for Data Importing Using Salesforce Objects Apps Lightning Pages Page Layouts Tabs Files A Typical Salesforce Team's Workflow Reports Dashboards

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Manuals, MicroStrategy, 2013-10-31 The MicroStrategy Analytics Desktop User Guide describes the steps for a business analyst to execute and analyze a Visual Insight dashboard in MicroStrategy Analytics Desktop It provides the information necessary for a business analyst to import data from a data source and use that data to create and modify dashboards

Google Workspace User Guide Balaji Iyer, Abhi Jeevaganambi, 2022-03-21 Explore the suite of apps that enhance productivity and promote efficient collaboration in your business Key Features Set up your own project in Google Workspace and improve your ability to interact with different services Understand how a combination of options can help businesses audit their data to be highly secure Deploy Google Workspace configure users and migrate data using Google Workspace Book Description Google Workspace has evolved from individual Google services to a suite of apps that improve productivity and promote efficient collaboration in an enterprise organization This book takes you through the evolution of Google Workspace features included in each Workspace edition and various core services such as Cloud Identity Gmail and Calendar You'll explore the functionality of each configuration which will help you make informed decisions for your organization Later chapters will show you how to implement security configurations that are available at different layers of Workspace and also how Workspace meets essential enterprise compliance needs You'll gain a high level overview of the core services available in Google Workspace including Google Apps Script AppSheet and Google Cloud Platform Finally you'll explore the different tools Google offers when you're adopting Google Cloud and migrating your data from legacy mail servers or on premises applications over to cloud servers By the end of this Google Workspace book you'll be able to successfully deploy Google Workspace configure users and migrate data thereby helping with cloud adoption What you will learn Manage and configure users in your organization's Workspace account Protect email messages from phishing attacks Explore how to restrict or allow certain Marketplace apps for your users Manage all endpoints connecting to Google Workspace Understand the

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MicroStrategy Analytics Express User Guide MicroStrategy Product Manuals, MicroStrategy, 2013-10-31 The Express User Guide provides instructions to get started with MicroStrategy Express It includes an introduction to dashboard analysis creation sharing and management as well as creating and managing users and teams

Salesforce CRM - The Definitive Admin Handbook Paul Goodey, 2019-04-27 A definitive guide covering all the core concepts necessary to pass the

Salesforce Administrator Certification exam Key Features Understand critical design considerations for setting up Salesforce CRM Facilitate and manage the transition from Salesforce Classic to Lightning Experience Learn key functions of application security to manage user profiles and data Book Description Salesforce s winter 19 release offers a host of new features for CRM designed to meet your sales and marketing requirements With this comprehensive guide to implementing Salesforce CRM administrators of all levels can easily get a thorough understanding of the platform This Salesforce handbook begins by guiding you in setting up users and security and then progresses to configuration data management and data analytics You ll discover process automation and approval mechanisms while also exploring the functional areas of Sales Cloud Service Cloud Marketing Cloud and Salesforce Chatter This book covers Salesforce CRM system administration in a practical way and it ll serve as an invaluable reference for both new administrators and experienced professionals Furthermore you ll also delve into Salesforce mobile apps and mobile administration along with Salesforce Adoption Manager You ll gain insights into Lightning Experience Salesforce s new app and learn how its modern design and sleek interface helps you to build customizable components Finally we ll see how the two versions compare and help manage the transition from Salesforce Classic to Lightning Experience By the end of the book you will have mastered the techniques to configure and control various user interface features in Salesforce CRM What you will learn Configure a variety of user interface features in Salesforce CRM Understand the capabilities of the Salesforce CRM sharing model Explore Einstein Analytics Salesforce s new wave of advanced reporting Get to grips with the Lightning Process Builder workflow Set up user profiles security and login access mechanisms Find out how Apex and Visualforce coding can be used in Salesforce CRM Manage the transition from Salesforce Classic to Lightning Experience Implement data manipulation features to apply best practices in data management Who this book is for 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 new or experienced professional this book will enhance your knowledge and understanding of Salesforce CRM features

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9.3 MicroStrategy Product Manuals, MicroStrategy, 2012-09-30 [System Administration Guide for MicroStrategy 9.5](#)
MicroStrategy Product Manuals, MicroStrategy, 2015-02-01 The System Administration Guide describes the concepts and high level steps to implement deploy maintain tune and troubleshoot a MicroStrategy business intelligence system

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Learning Force.com Application Development Chamil Madusanka,2015-04-27 If you are a developer who wants to learn how to develop and deploy applications from the Salesforce com platform then this book is for you No prior knowledge of Salesforce is necessary

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Product Manuals,2015-06-04 **Transformative Marketing** V. Kumar,Philip Kotler,2024-06-21 This book gives an indispensable guide to navigating the shift in customer behavior and discovers how to rally their resources cultivate capabilities and forge strategies that harness cutting edge technologies In today s tech centric world customers crave lightning fast digital experiences and demand instant solutions In response firms are changing the way they do business by accelerating the application of new age technologies revamping processes building new organizational structures and innovating new business models The authors unveil the secrets of integrating diverse data sources principles of Marketing 5 0 and employing advanced techniques to unearth profound insights about the customers This work is the ticket to the latest in AI machine learning drones and other game changing technologies Stay ahead of the curve by learning not just what tech to use but how when and why to deploy it in this digital age For the trailblazers with the influence and resources to reshape marketing strategies this book is the essential read Executives climbing the corporate ladder will find it a compass unraveling how new age technologies dance with both traditional and emerging marketing practices And for MBA students hungry for insights on navigating the digital era s competitive landscape this book is the treasure trove of tools and real world cases Dive in and chart the course in the tech driven marketing landscape

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Table of Contents Salesforce User Guide

1. Understanding the eBook Salesforce User Guide
 - The Rise of Digital Reading Salesforce User Guide
 - Advantages of eBooks Over Traditional Books
2. Identifying Salesforce User Guide
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Salesforce User Guide
 - User-Friendly Interface
4. Exploring eBook Recommendations from Salesforce User Guide
 - Personalized Recommendations
 - Salesforce User Guide User Reviews and Ratings
 - Salesforce User Guide and Bestseller Lists
5. Accessing Salesforce User Guide Free and Paid eBooks

- Salesforce User Guide Public Domain eBooks
- Salesforce User Guide eBook Subscription Services
- Salesforce User Guide Budget-Friendly Options
- 6. Navigating Salesforce User Guide eBook Formats
 - ePub, PDF, MOBI, and More
 - Salesforce User Guide Compatibility with Devices
 - Salesforce User Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Salesforce User Guide
 - Highlighting and Note-Taking Salesforce User Guide
 - Interactive Elements Salesforce User Guide
- 8. Staying Engaged with Salesforce User Guide
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Salesforce User Guide
- 9. Balancing eBooks and Physical Books Salesforce User Guide
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Salesforce User Guide
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Salesforce User Guide
 - Setting Reading Goals Salesforce User Guide
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Salesforce User Guide
 - Fact-Checking eBook Content of Salesforce User Guide
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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