

Paul Goodey

# Salesforce CRM Admin Cookbook

Second Edition

Solutions to help you implement, configure, and  
customize your business applications with Salesforce  
CRM and Lightning Experience



**Packt**

# Salesforce Crm Admin Cookbook Goodey Paul

**Paul Goodey**



## **Salesforce Crm Admin Cookbook Goodey Paul:**

**Salesforce CRM Admin Cookbook.** Paul Goodey, 2017-12-22 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 About This Book 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 Who This Book Is For If you are a system administrator interested in developing and enhancing your skills with data management process automation and security enhancements with Salesforce CRM then this book is for you Some basic understanding of Salesforce CRM and system administration knowledge would be needed 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 Implement an approval process to control the way approvals are managed for records in Salesforce CRM Increase productivity using tools and features to provide advanced administration Extend Lightning Experience Record Pages to tailor user interaction experience Create Lightning component to implement Search before Create for customer person accounts In Detail 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 Style and approach We will be discussing recipes about several modules which will help you gain mastery over different modules such as data management security enhancements and so on which is expected of an administrator *Salesforce CRM* Paul Goodey, 2013-01-01 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

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