

Salesforce

Cheat Sheet

Introduction

- Cloud Software** - Salesforce is leading Customer Relationship Management (CRM) software, offers various features to help organisations keep track of their accounts, contacts and opportunities.
- Cloud Sales** - Cloud for sales 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.

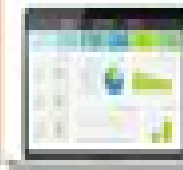
Salesforce Objects Continued...

- 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**.
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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

Balaji Iyer, Abhi Jeevaganambi



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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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

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Shalan,2020-05-29 Get a 360 degree view of the Salesforce platform and learn how to use it for sales service marketing and automating business processes Key Features Understand how to use core Salesforce objects for maximum efficiency Build various dashboards and reports to analyze results and improve visibility in your business processes Learn the basics of Salesforce administration and mobile app set up Book Description Salesforce is the world s leading Customer Relationship Management CRM software helping businesses connect with their constituents and partners This book will give you a comprehensive introduction to managing sales marketing customer relationships and overall administration for your organization You ll learn how to configure and use Salesforce for maximum efficiency and return on investment You ll start by learning how to create activities manage leads and develop your prospects and sales pipeline using opportunities and accounts and then understand how you can enhance marketing activities using campaigns Packed with real world business

use cases this Salesforce book will show you how to analyze your business information accurately to make productive decisions As you advance you ll get to grips with building various reports and dashboards in Salesforce to derive valuable business insights Finally you ll explore tools such as process builder approval processes and assignment rules to achieve business process automation and set out on the path to becoming a successful Salesforce Administrator By the end of the book you ll have learned how to use Salesforce effectively to achieve your business goals What you will learn Understand the difference between Salesforce Lightning and Salesforce Classic Create and manage leads in Salesforce Explore business development with accounts and contacts in Salesforce Find out how stages and sales processes help you manage your opportunity pipeline Achieve marketing goals using Salesforce campaigns Perform business analysis using reports and dashboards Gain a high level overview of the items in the administration section Grasp the different aspects needed to build an effective and flexible Salesforce security model Who this book is for If you re new to Salesforce and want to learn it from scratch this book is for you No prior knowledge of Salesforce is required to get started with this book **System**

Administration Guide for MicroStrategy 9. 3 MicroStrategy Product Manuals, MicroStrategy, 2012-09-30 System

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Administration Guide describes the concepts and high level steps to implement deploy maintain tune and troubleshoot a MicroStrategy business intelligence system *Microsoft Copilot: The Complete User Guide* Riley P. Vance, 2025-07-19

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Accelerating Modernization with Agile Integration Adeline SE Chun, Aiden Gallagher, Amar A Shah, Callum

Jackson, Claudio Tagliabue, Iliya Dimitrov, James Blackburn, Joel Gomez, Kim Clark, Lee Gavin, Maria Menendez, Martin Evans, Mohammed Alreedi, Murali Sitaraman, Nick Glowacki, Shishir Narain, Timothy Quigly, Tony Curcio, Ulas Cubuk, Vasfi Gucer, IBM Redbooks, 2020-07-01 The organization pursuing digital transformation must embrace new ways to use and deploy integration technologies so they can move quickly in a manner appropriate to the goals of multicloud decentralization and microservices The integration layer must transform to allow organizations to move boldly in building new customer experiences rather than forcing models for architecture and development that pull away from maximizing the organization s productivity Many organizations have started embracing agile application techniques such as microservice architecture and are now seeing the benefits of that shift This approach complements and accelerates an enterprise s API strategy Businesses should also seek to use this approach to modernize their existing integration and messaging infrastructure to achieve more effective ways to manage and operate their integration services in their private or public cloud This IBM Redbooks publication explores the merits of what we refer to as agile integration a container based decentralized and microservice aligned approach for integration solutions that meets the demands of agility scalability and resilience required by digital transformation It also discusses how the IBM Cloud Pak for Integration marks a significant leap forward in integration technology by embracing both a cloud native approach and container technology to achieve the goals of agile integration The target audiences for this book are cloud integration architects IT specialists and application developers **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 System Administration Guide for MicroStrategy 9. 3. 1 MicroStrategy Product Manuals, MicroStrategy, 2013-04-30 **Installation and Configuration Guide for MicroStrategy 9. 3** MicroStrategy Product Manuals, MicroStrategy, 2012-09-30 **Installation and Configuration Guide for MicroStrategy 9.2.1m** MicroStrategy Product Manuals, MicroStrategy, 2011-12-20 **Installation and Configuration Guide for MicroStrategy 10** MicroStrategy Product Manuals, 2015-06-04

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