

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 Cloud** is used for supporting a sales process, which includes campaigns, leads, accounts and contacts and is used by sales organisations.
- Salesforce 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.

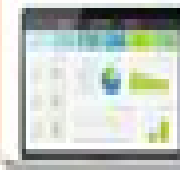
Salesforce Objects Continued...

- 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.
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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

Michal Rosen-Zvi



Salesforce User Guide:

Unveiling the Energy of Verbal Art: An Psychological Sojourn through **Salesforce User Guide**

In a global inundated with screens and the cacophony of quick transmission, the profound energy and psychological resonance of verbal artistry usually fade in to obscurity, eclipsed by the regular barrage of sound and distractions. However, set within the lyrical pages of **Salesforce User Guide**, a interesting perform of literary splendor that pulses with natural emotions, lies an memorable journey waiting to be embarked upon. Published with a virtuoso wordsmith, that enchanting opus instructions viewers on an emotional odyssey, delicately revealing the latent possible and profound affect embedded within the complicated web of language. Within the heart-wrenching expanse of the evocative evaluation, we can embark upon an introspective exploration of the book is central subjects, dissect their interesting writing design, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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