

# 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.

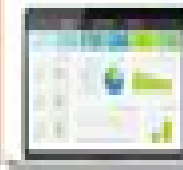
### Salesforce Objects Continued...

- 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.
- 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

**J Elliott**



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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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