

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



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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

strengthen their Salesforce CRM skills in the areas of configuration and system management Whether you are a novice or a more experienced admin this book aims to enhance your knowledge and understanding of the Salesforce CRM platform and by the end of the book you should be ready to administer Salesforce CRM in a real world environment [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 [Salesforce Crm - The Definitive Admin Handbook - Third Edition](#) Paul Goodey,2015-01-30 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 novice or a more experienced administrator this book aims to enhance your knowledge and understanding of the Salesforce CRM platform and features

Salesforce CRM Admin Cookbook Paul Goodey,2013-03-26 This book is written in a Cookbook style format and provides you with immediately useable recipes that extend the functionality of Salesforce CRM and solves real world

problems encountered within the Salesforce CRM application The recipes in this Cookbook contain proven step by step instructions along with detailed screenshots This Cookbook has been designed so that you can read it chapter by chapter starting with recipes that provide enhancements to the user interface and finishing with recipes that cover data and systems integration You can also refer to the list of recipes and choose to access them in no particular order Either method allows you to rapidly implement solutions in your organization that extend and enhance the functionality of Salesforce CRM for your users This book is for Salesforce administrators and developers who want to quickly incorporate enhanced functionality and extend the power of Salesforce CRM Whether you are a Salesforce novice or a more experienced administrator this book provides practical step by step instructions in the use of hidden features advanced user interface techniques and solutions for process automation plus data and systems integration Not only are standard Salesforce CRM features covered such as workflow and approval processes validation rules and formula fields but you will also be exposed to further technologies that include HTML Javascript CSS Apex and Visualforce

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This book is written in a Cookbook style format and provides you with immediately useable recipes that extend the functionality of Salesforce CRM and solves real world problems encountered within the Salesforce CRM application The recipes in this Cookbook contain proven step by step instructions along with detailed screenshots This Cookbook has been designed so that you can read it chapter by chapter starting with recipes that provide enhancements to the user interface and finishing with recipes that cover data and systems integration You can also refer to the list of recipes and choose to access them in no particular order Either method allows you to rapidly implement solutions in your organization that extend and enhance the functionality of Salesforce CRM for your users This book is for Salesforce administrators and developers who want to quickly incorporate enhanced functionality and extend the power of Salesforce CRM Whether you are a Salesforce novice or a more experienced administrator this book provides practical step by step instructions in the use of hidden features advanced user interface techniques and solutions for process automation plus data and systems integration Not only are standard Salesforce CRM features covered such as workflow and approval processes validation rules and formula fields but you will also be exposed to further technologies that include HTML Javascript CSS Apex and Visualforce

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