

Salesforce

Cheat Sheet

Introduction:

- About Salesforce:** Salesforce is leading Customer Relationship Management (CRM) Software, offers various functionalities to help organisations keep track of their accounts, contacts and opportunities.
- Sales Cloud:** Sales cloud focuses on 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 bases 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.

Standard 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, also the read-write access.
- Can import custom object records.

- 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 fields and events.
- Can import custom object records.

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Features:

- Can build page layouts to control fields, also the read-write access.
- Can import custom object records.

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.
- Add criteria to the object to allow the start of the process.
- Add action to the criteria to trigger the execution of the process.

Other Features in Salesforce:

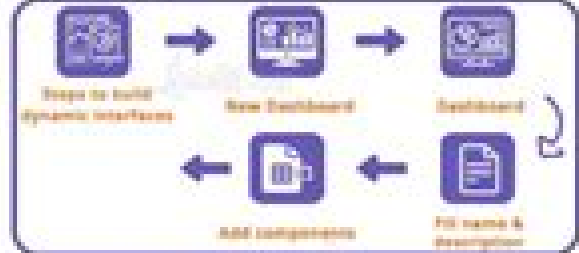
- Sales Collaboration
- Email Integration
- Files Sync Share
- Sales Forecasting
- Territory Management

Dashboards:

- Provides more insights than reports
- Combines data from many reports
- Shows a summarized result.



Visualforce:



Steps to Create Reports:



FURTHERMORE:

Salesforce Certification Training
- Administrator & App Builder



Steps for Importing Data:



Steps for Exporting Data:



Salesforce Cheat Sheet

Andrew Fawcett, Daniel J. Peter



Salesforce Cheat Sheet:

Whispering the Techniques of Language: An Mental Quest through **Salesforce Cheat Sheet**

In a digitally-driven earth wherever displays reign supreme and quick communication drowns out the subtleties of language, the profound techniques and mental subtleties hidden within phrases often move unheard. However, located within the pages of **Salesforce Cheat Sheet** a interesting literary prize pulsating with raw emotions, lies an exceptional quest waiting to be undertaken. Composed by a talented wordsmith, that charming opus invites readers on an introspective trip, delicately unraveling the veiled truths and profound affect resonating within the material of every word. Within the emotional depths of this poignant review, we shall embark upon a honest exploration of the book is primary subjects, dissect its charming writing style, and succumb to the strong resonance it evokes deep within the recesses of readers hearts.

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