

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.

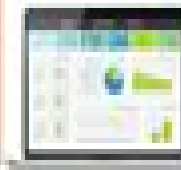
Salesforce Objects Continued...

- 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

O García



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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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

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

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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**

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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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