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Dummies Guide To Salesforce

Tom Wong,Liz Kao,Matt Kaufman



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analyze results and improve visibility in your business processes Learn the basics of Salesforce administration and mobile app set up

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Understand the difference between Salesforce Lightning and Salesforce Classic

Create and manage leads in Salesforce

Explore business development with accounts and contacts in Salesforce

Find out how stages and sales processes help you manage your opportunity pipeline

Achieve marketing goals using Salesforce campaigns

Perform business analysis using reports and dashboards

Gain a high level overview of the items in the administration section

Grasp the different aspects needed to build an effective and flexible Salesforce security model

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If you're new to Salesforce and want to learn it from scratch this book is for you

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[Salesforce.com For Dummies, 5th Edition](#) Tom Wong, Liz Kao, Matt Kaufman, 2014

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