Teach Yourself VISUALLY Salesforce.com (Teach Yourself VISUALLY (Tech))

Justin Davis, Kristine Curington

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The highly visual, step-by-step guide to getting the most out of Salesforce.com

Teach Yourself VISUALLY Salesforce.com, 2nd Edition is your ideal guide to getting up to speed on the world's number-one on-demand customer relationship management (CRM) system. With full color screenshots and step-by-step instructions, this highly visual manual shows you everything you need to know to get the most out of Salesforce.com. You'll be walked through each step of the entire process, from choosing the right edition and customizing your service to capturing leads, inputting contacts, tracking correspondence, reviewing reports, and more. This updated edition covers the newest features and tools that make your business run more smoothly, so you can get up and running quickly.

This book is your ultimate guide to optimizing Salesforce.com capabilities, helping you leverage your data into added value for your business.

- Choose the right Salesforce.com edition to suit your needs
- Master the latest and most helpful features
- Personalize your system for a tailor-made CRM solution
- Manage accounts, develop contacts, track inventory, and more

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