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December 2012

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Richard Bailey



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Vault Guide to the Top Tech Employers Laurie Pasiuk, 2006 Provides business profiles hiring and workplace culture information at more than 40 top employers including such businesses as Microsoft Oracle CRM On Demand Deployment Guide Jeff Saenger, Tim Koehler, Louis Peters, 2010-06-05 Master Oracle CRM On Demand Foster long term customer relationships and accelerate productivity using the proven strategies and best practices in this Oracle Press guide Oracle CRM On Demand Deployment Guide shows how to set up customize and manage a dynamic software as a service solution across your enterprise Develop implementation plans maximize user adoption build applets and portals integrate Web 2.0 features and use analytics dashboards The latest design tuning and data security techniques are also covered in this practical resource Establish business objectives project requirements and key success metrics Staff an implementation team and develop effective rollout plans Configure deploy and administer Oracle CRM On Demand Manage users and restrict access using roles and privileges Customize sales marketing and service processes with the object model Embed external content and URLs using the web services API Distribute real time BI using dashboards and advanced reporting tools Incorporate web tabs mashups Google services and RSS feeds Use workflow to automate business process management

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Mobile Location Services Andrew Jagoe,2003 Includes case studies based on real world solution deployments with Vicinity ATX Ford and Hutchison 3G Insights into differences between solutions for US and European marketplaces Includes a software development kit for building a basic Location Service Solution Mobile applications must be much smarter than desktop web applications These applications need to know user s location surroundings and provide directions on how to get there Developers face many challenges including how to pinpoint the user s location how to retrieve relevant spatial data from map databases that are often 20 Gigabytes in size and how to support multiple clients The mobility provided by the proliferation of wireless devices such as Palm Pilots and onboard navigation systems presents a new class of opportunities and problems for application developers This book provides an end to end solution guide to understand the issues in location based services and build solutions that will sell Complete with software and industry case studies this book is an essential companion to anyone wanting to build the next killer application The more than one million auto based telematics terminals that have been installed by year end 2001 are ample testimony of the opportunities and attractiveness of the mobile location services market This large and growing installed base of subscribers also provides multiple implementation examples which are incorporated into the text

Kellogg on Marketing Alice M. Tybout,Bobby J. Calder,2010-08-05 The business classic fully revised and updated for today s marketers The second edition of Kellogg on Marketing provides a unique and highly regarded perspective on both the basics of marketing and on new issues that are challenging businesses today Includes more than 60% new material on both fundamental marketing concepts and hot topics such as Product Innovation Social Media Marketing to Consumers at the Bottom of the Pyramid and Internal Branding With a foreword by Philip Kotler The Kellogg School of Management is recognized around the world as the leading MBA program in Marketing Along with the new material the core concepts covered in the first edition have all been updated including targeting and positioning segmentation consumer insights and more This is a must have marketing reference

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