

Salesforce Essentials for Administrators

Discover the administration fundamentals and challenges of Salesforce CRM



Salesforce Essentials For Administrators Shrivastava Mohith

Mike Wheeler

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Salesforce Essentials for Administrators Mohith Shrivastava, 2014-10-10 This book is targeted at expert administrators or professionals who are new to Salesforce and want to learn the various features supported by the platform in a short space of time The book can also be used by professionals preparing for Developer and Administrator certification exams from **Learning Salesforce Einstein** Mohith Shrivastava, 2017-06-28 Incorporate the power of Einstein in your Salesforce application About This Book Make better predictions of your business processes using prediction and predictive modeling Build your own custom models by leveraging PredictionIO on the Heroku platform Integrate Einstein into various cloud services to predict sales marketing leads insights into news feeds and more Who This Book Is For This book is for developers data scientists and Salesforce experienced consultants who want to explore Salesforce Einstein and its current offerings It assumes some prior experience with the Salesforce platform What You Will Learn Get introduced to AI and its role in CRM and cloud applications Understand how Einstein works for the sales service marketing community and commerce clouds Gain a deep understanding of how to use Einstein for the analytics cloud Build predictive apps on Heroku using PredictionIO and work with Einstein Predictive Vision Services Incorporate Einstein in the IoT cloud Test the accuracy of Einstein through Salesforce reporting and Wave analytics In Detail Dreamforce 16 brought forth the latest addition to the Salesforce platform an AI tool named Einstein Einstein promises to provide users of all Salesforce applications with a powerful platform to help them gain deep insights into the data they work on This book will introduce you to Einstein and help you integrate it into your respective business applications based on the Salesforce platform We start off with an introduction to AI then move on to look at how AI can make your CRM and apps smarter Next we discuss various out of the box components added to sales service marketing and community clouds from salesforce to add Artificial Intelligence capabilities Further on we teach you how to use Heroku PredictionIO and the force com platform along with Einstein to build smarter apps The core chapters focus on developer content and introduce PredictionIO and Salesforce Einstein Vision Services We explore Einstein Predictive Vision Services along with analytics cloud the Einstein Data Discovery product and IOT core concepts Throughout the book we also focus on how Einstein can be integrated into CRM and various clouds such as sales services marketing and communities By the end of the book you will be able to embrace and leverage the power of Einstein incorporating its functions to gain more knowledge Salesforce developers will be introduced to the world of AI while data scientists will gain insights into Salesforce s various cloud offerings and how they can use Einstein s capabilities and enhance applications Style and approach This book takes a straightforward approach to explain Salesforce Einstein and all of its potential applications Filled with examples the book presents the facts along with seasoned advice and real world use cases to ensure you have all the resources you need to incorporate the power of Einstein in your work Salesforce Visual Workflow Rakesh Gupta, 2015-04-29 Learning Salesforce Visual Workflow is intended for those who want

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Salesforce Lightning Platform Enterprise Architecture Andrew Fawcett,2019-11-04 Key Features Use the Lightning Platform to build integrated scalable and robust apps focused on enterprise level customer demands Use the Lightning Component framework to deliver modern and responsive user experiences targeting multiple devices through Lightning Experience and Salesforce Mobile Extend your application with access to external services and AI Book DescriptionSalesforce Lightning provides a secure and scalable platform to build deploy customize and upgrade applications This book will take you through the architecture of building an application on the Lightning platform to help you understand its features and best practices and ensure that your app keeps up with your customers increasing needs as well as the innovations on the platform This book guides you in working with the popular aPaaS offering from Salesforce the Lightning Platform You ll see how to build and ship enterprise grade apps that not only leverage the platform s many productivity features but also prepare your app to harness its extensibility and customization capabilities You ll even get to grips with advanced application architectural design patterns such as Separation of Concerns Unit Testing and Dependency Integration You will learn to use Apex and JavaScript with Lightning Web Components Platform Events among others with the help of a

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Salesforce CRM - The Definitive Admin Handbook Paul Goodey, 2019-04-27 A definitive guide covering all the core concepts necessary to pass the Salesforce Administrator Certification exam Key Features Understand critical design considerations for setting up Salesforce CRM Facilitate and manage the transition from Salesforce Classic to Lightning Experience Learn key functions of application security to manage user profiles and data Book Description Salesforce s winter 19 release offers a host of new features for CRM designed to meet your sales and marketing requirements With this comprehensive guide to implementing Salesforce CRM administrators of all levels can easily get a thorough understanding of the platform This Salesforce handbook begins by guiding you in setting up users and security and then progresses to configuration data management and data analytics You ll discover process automation and approval mechanisms while also exploring the functional areas of Sales Cloud Service Cloud Marketing Cloud and Salesforce Chatter This book covers Salesforce CRM system administration in a practical way and it ll serve as an invaluable reference for both new administrators and experienced professionals Furthermore you ll also delve into Salesforce mobile apps and mobile administration along with Salesforce Adoption Manager You ll gain insights into Lightning Experience Salesforce's new app and learn how its modern design and sleek interface helps you to build customizable components Finally well see how the two versions compare and help manage the transition from Salesforce Classic to Lightning Experience By the end of the book

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simply rely on these questions for successfully certifying this exam **Introduction to Salesforce Administration and Configuration (SPADM-203)** Steve Wasula, Stony Point, 2013-08-16 This book is designed to accompany the Introduction to Salesforce Administration and Configuration SPADM 203 class offered by Stony Point The book is simply a print out of the slides used in the class with room for a student to take notes A student in the class will learn basic and advanced administration configuration and development skills The book contains valuable real world scenarios discovery questions and exercises that may be useful for anyone preparing to sit for either the Salesforce Certified Administrator or the Force com Certified Developer exam Particularly useful are the 120 sample exam questions now included in the book To get full value out of the material Stony Point highly recommends taking the class instead of simply purchasing the book as a stand alone tool The class itself is delivered by a senior instructor with many years of real world experience as a Salesforce administrator and or a developer This class is specifically designed to prepare students to pass the both the Salesforce Certified Administrator Exam and the Force com Certified Developer exam This book and the class present a broad range of topics cover just about everything on which a student will be tested These topics include but are not limited to security sharing data management customization configuration data validation workflow rules approval processes the Force com architecture and the model view controller design pattern There is in depth coverage of system security topics such as Users Licenses Profiles Field Level Security Permission Sets Record Security Organization Wide Defaults Role Hierarchy Roles Sharing Rules Account Teams Sales Teams Case Teams Queues The object model related to sales force automation marketing automation case management and the community application is thoroughly covered with detailed sections on Accounts Contacts Opportunities Products Price Books Leads Campaigns Cases and Solutions This book includes information and exercises related to all automation features including formula fields workflow rules validation rules escalation rules assignment rules and approval process Finally topics concerning data management integration and analytics will be covered in depth including exercises to reinforce all the major concepts As a participant in the class each student will be given a practice learning environment to use during hands on exercises during the class The student will be able to use this learning environment indefinitely after the class without any additional fee Stony Point is a leading provider of Salesforce training for sales people customer service personnel marketers system administrators developers and consultants Stony Point delivers public and private classes virtually and in person at locations throughout the world Please visit www stonyp com for more information on the classes and services offered

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Table of Contents Salesforce Essentials For Administrators Shrivastava Mohith

- 1. Understanding the eBook Salesforce Essentials For Administrators Shrivastava Mohith
 - The Rise of Digital Reading Salesforce Essentials For Administrators Shrivastava Mohith
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Salesforce Essentials For Administrators Shrivastava Mohith
 - 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 Essentials For Administrators Shrivastava Mohith
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Salesforce Essentials For Administrators Shrivastava Mohith
 - Personalized Recommendations
 - Salesforce Essentials For Administrators Shrivastava Mohith User Reviews and Ratings
 - Salesforce Essentials For Administrators Shrivastava Mohith and Bestseller Lists
- 5. Accessing Salesforce Essentials For Administrators Shrivastava Mohith Free and Paid eBooks
 - Salesforce Essentials For Administrators Shrivastava Mohith Public Domain eBooks
 - Salesforce Essentials For Administrators Shrivastava Mohith eBook Subscription Services
 - Salesforce Essentials For Administrators Shrivastava Mohith Budget-Friendly Options

- 6. Navigating Salesforce Essentials For Administrators Shrivastava Mohith eBook Formats
 - o ePub, PDF, MOBI, and More
 - Salesforce Essentials For Administrators Shrivastava Mohith Compatibility with Devices
 - Salesforce Essentials For Administrators Shrivastava Mohith Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - o Adjustable Fonts and Text Sizes of Salesforce Essentials For Administrators Shrivastava Mohith
 - Highlighting and Note-Taking Salesforce Essentials For Administrators Shrivastava Mohith
 - Interactive Elements Salesforce Essentials For Administrators Shrivastava Mohith
- 8. Staying Engaged with Salesforce Essentials For Administrators Shrivastava Mohith
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Salesforce Essentials For Administrators Shrivastava Mohith
- 9. Balancing eBooks and Physical Books Salesforce Essentials For Administrators Shrivastava Mohith
 - o Benefits of a Digital Library
 - o Creating a Diverse Reading Collection Salesforce Essentials For Administrators Shrivastava Mohith
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Salesforce Essentials For Administrators Shrivastava Mohith
 - Setting Reading Goals Salesforce Essentials For Administrators Shrivastava Mohith
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Salesforce Essentials For Administrators Shrivastava Mohith
 - Fact-Checking eBook Content of Salesforce Essentials For Administrators Shrivastava Mohith
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements

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