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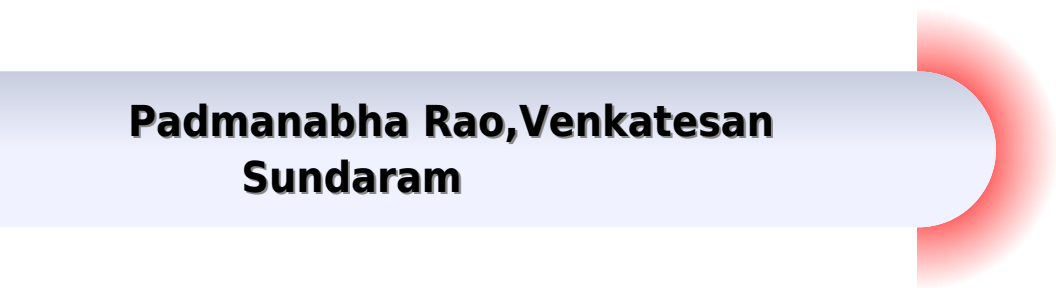
*A one-stop implementation reference guide to Oracle CRM
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Padmanabha Rao
Venkatesan Sundaram

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Oracle Crm On Demand Administration Essentials Rao Padmanabha

**Padmanabha Rao,Venkatesan
Sundaram**



Oracle Crm On Demand Administration Essentials Rao Padmanabha:

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Oracle CRM - Best Practices Mario Pufahl, Lukas Ehrensperger, Peer Stehling, 2011-02-09 Kennen Sie die Strategie von Oracle hinsichtlich CRM Berücksichtigen Sie die Best Practices für Oracle CRM bei Ihrem Projektvorhaben Wie effizient managen und messen Sie Kundenbeziehungen Dies sind nur einige Fragen die im Rahmen eines kundenorientierten CRM mit Oracle von großer Bedeutung sind und in diesem Buch systematisch beantwortet werden Die Praxisbeispiele belegen die Bedeutung eindrucksvoll Der Leser wird in die Lage versetzt sein Wissen zu Oracle CRM zu optimieren und wertsteigernd einzusetzen Die gezielte Investition in Geschäftsbeziehungen sichert den zukünftigen Unternehmenserfolg und verringert Streuverluste bei der Kundenbearbeitung Das Resultat sind Umsatzsteigerungs und Kostensenkungseffekte Voraussetzung dafür ist es die Kundenerwartungen zu bertreffen und zufriedene und loyale Kunden zu schaffen Mit einer ganzheitlichen Customer Relationship Management Strategie wird es Ihnen möglich sein diese Herausforderungen effizient und kostensenkend zu bewältigen Ein positiver Return on Investment wird langfristig nur realisiert wenn es den Unternehmen gelingt die richtige CRM Strategie CRM Tools und Kontrollmechanismen zu wählen Mario Pufahl Lukas Ehrensperger Dr Peer Stehling stellen einen ganzheitlichen CRM Best Practice Ansatz und Lösungen für Oracle CRM vor um Managern und CIO die Analyse und Einführung von Oracle CRM zu erleichtern Ein praxisorientierter Leitfaden für alle die Oracle CRM erfolgreich einsetzen und die Kosten von CRM in einzelnen Phasen und Unternehmensbereichen nachhaltig kontrollieren wollen

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Oracle CRM On Demand Combined Analyses Michael D. Lairson, 2010 Through clear explanations and detailed case studies this Oracle Press guide shows you how to deliver real time insightful business intelligence to end users

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