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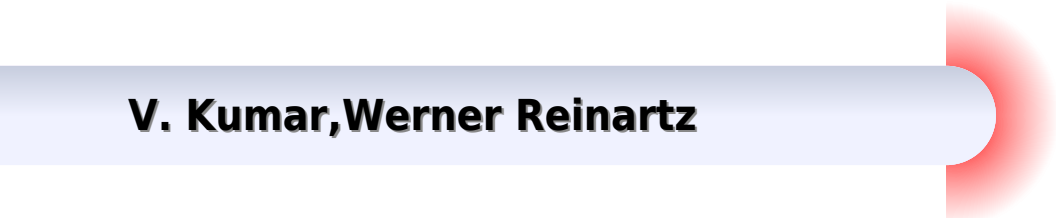
Best Practices for Planning, Design, Configuration,
and Maintenance

Jeff Saenger
Tim Koehler
Louis Peters



Oracle Crm On Demand Deployment Guide Oracle Press

V. Kumar, Werner Reinartz



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Oracle Crm On Demand Deploy. Jeff Saenger, Tim Koehler, Louis Peters, 2010-06-10 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

Koordinierter Einsatz von Direktmarketing und Verkaufsaußendienst im B2B-Kontext Tobias

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Auf dieser Basis entwickelt der Autor ein umfassendes Forschungsmodell und nimmt eine Typologisierung der betrachteten Unternehmen vor

Customer Relationship Management V. Kumar, Werner Reinartz, 2018-05-15 This book presents an extensive discussion of the strategic and tactical aspects of customer relationship management as we know it today It helps readers obtain a comprehensive grasp of CRM strategy concepts and tools and provides all the necessary steps in managing profitable customer relationships Throughout the book stresses a clear understanding of economic customer value as the guiding concept for marketing decisions Exhaustive case studies mini cases and real world illustrations under the title CRM at Work all ensure that the material is both highly accessible and applicable and help to address key managerial issues stimulate thinking and encourage problem solving The book is a comprehensive and up to date learning companion for advanced undergraduate students master s degree students and executives who want a detailed and conceptually sound insight into the field of CRM The new edition provides an updated perspective on the latest research results and incorporates the impact of the digital transformation on the CRM domain

Handbook of Research on Managing and Influencing Consumer Behavior Kaufmann, Hans-Ruediger, 2014-10-31 In recent years all types of businesses have increasingly focused on the importance of the relationship with the customer Customer knowledge management has become a well known term used in the business and academic worlds for understanding how to control consumer behavior The Handbook of Research on Managing and Influencing Consumer Behavior discusses the importance of understanding and implementing customer knowledge management and customer relationship management into everyday business workflows This comprehensive reference work highlights the changes that the Internet and social media have brought to consumer behavior and is of great use to marketers businesses academics students researchers and professionals *Indian National Bibliography* ,2011

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Commerce Business Daily ,1997-12-31 Management Information Systems James A. O'Brien,2004 Oracle CRM On Demand Administration Essentials Padmanabha Rao,Venkatesan Sundaram,2012 This book is packed with real world examples that cover the design and discipline of the software and service of CRMOD If you are a CRMOD Administrator business analyst or an integration specialist looking forward to implementing CRMOD in your organization and interested in developing business applications integral to CRMOD then this is the best guide for you This book assumes you have basic knowledge of CRMOD

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