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Microsoft Dynamics CRM 4 For Dummies ,2011 Customer relationship management or CRM is certainly a hot topic in business today If you have a small or medium sized business chances are you re already aware of all it can do for you But with so many options and so much to think about how do you get a CRM system in place with a minimum of hassle Well Microsoft Dynamics CRM 4 For Dummies is a great place to start Written by veteran CRM experts Joel Scott and David Lee this friendly guide will have you understanding and using Microsoft s CRM solution in a jiffy Whether you re considering a CRM system for the first time or you ve decided to switch from another system to Microsoft Dynamics CRM this book will make it easy to Maintain and manage all your customer information Personalize Microsoft CRM to work for your business Set up CRM to support sales marketing and customer service Use the Outlook client Manage territories and business units Create and manage activities Generate quotes and invoices Implement and manage a marketing campaign Work with contracts and much more Microsoft Dynamics CRM 4 For Dummies is packed with information on the latest version It will help you get a unified view of your customer information and interactions through integrated sales marketing and customer service features And that as every business owner knows is important to improving your bottom line

Microsoft Dynamics CRM 4.0 Unleashed Marc Wolenik,Damian Sinay,2004-04-15 Microsoft Dynamics CRM 4 0 Unleashed presents start to finish guidance for planning customizing deploying integrating and managing Dynamics CRM in your unique business and technical environment Authored by two leading Microsoft Dynamics implementers this book systematically explains how the system works why it works that way and how you can leverage it to its fullest advantage The authors present clear examples proven best practices and pitfalls to avoid in using every significant Dynamics CRM capability

The far reaching coverage ranges from Dynamics CRM's sales marketing and customer service features to its automated workflows from Outlook and Office integration to reporting and security. The authors offer independent insight into Dynamics CRM's most powerful new features from its improved interface to its new mail merge and data migration tools. This book is for every IT professional who intends to work with Dynamics CRM regardless of their experience with Dynamics or other CRM solutions. The authors provide example rich, realistic coverage of advanced Dynamics customization, extensibility and integration information that is available nowhere else. Detailed information on how to Set up, configure and maintain all facets of Dynamics CRM in any organization or industry. Thoroughly understand both the on-premise and hosted versions of Dynamics CRM. Make the most of Dynamics new features including email, the Outlook client, Internet Facing Deployment (IFD) and relationships. Manage sales leads, opportunities, accounts, contacts, marketing lists, sales collateral, campaigns, quotes, orders and invoices. Improve customer service by integrating schedules, cases, contacts, product service information and more. Build powerful automated workflows that streamline key sales tasks and liberate salespeople for more effective selling. Efficiently administer and secure any Dynamics CRM implementation. Drive greater value by integrating Dynamics CRM with Microsoft Office productivity tools. Customize and extend Dynamics CRM using Visual Studio .NET and custom plug-ins and add-ons. ON THE WEB: Download all of this book's examples and source code at informit.com/title/9780672329708

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Microsoft Dynamics CRM 4

Integration Unleashed Marc Wolenik, Rajya Vardhan Bhaiya, 2009-10-27 In Microsoft Dynamics CRM 4 Integration Unleashed two leading experts present proven techniques best practices and example code for going far beyond the out of the box capabilities of Dynamics CRM 4. Using these solutions and sample applications you will enhance all of your company's relationships with vendors, distributors, employees, users, affiliates, and customers. Authors Marc J. Wolenik and Rajya Vardhan Bhaiya walk you step by step through integrating Dynamics CRM with SharePoint, Office Communicator, PerformancePoint, BizTalk, Silverlight, VoIP phone systems, and both Google and MSN mapping tools. They also present a full analysis of the CRM Accelerators and advanced topics, and three full chapters on integration using Scribe's state-of-the-art adapters and templates. You'll discover how to extend Dynamics CRM 4 with enterprise dashboards, stronger deep-dive data analysis, and much more. Wolenik and Bhaiya even demonstrate how to make custom Dynamics CRM applications available directly to your customers without compromising security. Use Dynamics CRM 4 as an xRM platform for developing custom applications to enhance any type of business relationship. Leverage new Azure cloud computing solutions for Microsoft Dynamics CRM. Design infrastructure to efficiently run your customized Microsoft Dynamics CRM implementation. Extend CRM internally with plug-ins, source-to-source integration, IFRAME-based custom application integration, and CRM JScript. Extend CRM externally with CRM Accelerators, public Web services, direct SQL interaction, and customer-facing Web sites. Implement KPIs and gain deeper business insight by integrating Dynamics CRM 4 with Microsoft Office, PerformancePoint, Create dashboards, and other visual CRM tools with Microsoft Silverlight. Develop custom CRM applications with Visual Studio. Integrate CRM with Team Foundation Server. Use Scribe templates and adapters to streamline data integration and migration. On the web: Download all examples and source code presented in this book from informit.com title: 9780672330544 **Sams Teach Yourself Microsoft Dynamics CRM 4 in 24 Hours**

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Step by step instructions carefully walk readers through the most common Microsoft Dynamics CRM questions issues and tasks Q and As Quizzes and Exercises help them build and test their knowledge Did You Know tips offer them insider advice and shortcuts and Watch Out alerts help them avoid problems By the time they re finished with these lessons readers won t just understand Microsoft Dynamics CRM they ll be comfortable using it in real world projects is an easily accessible

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