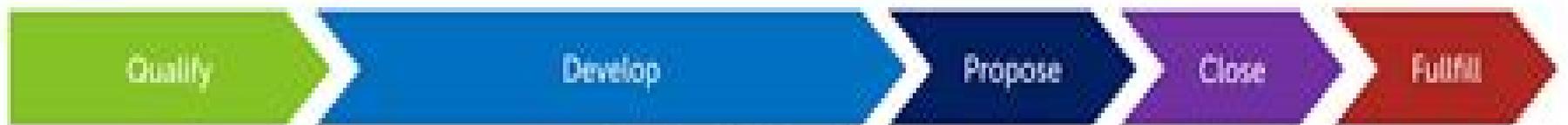


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Customer Success with Microsoft Dynamics Sure Step Chandru Shankar, Vincent Bellefroid, Nilesh Thakkar, 2014-01-24 *Customer Success with Microsoft Dynamics Sure Step* is a focused tutorial of Microsoft Dynamics solution envisioning and delivery rather than a step-by-step guide into project management. It will equip you with the tactics required to plan, align, and orchestrate your solution-selling activities, as well as help you to be efficient, proactive, goal-driven, and flexible in your Microsoft Dynamics engagements. If you are involved in one or more of the roles stated below, then this book is for you. If you are a Project Manager, Engagement Manager, Solution Architect, or Consultant involved in delivering Microsoft Dynamics solutions, this book will teach you how you can improve the quality of your implementation with a consistent, repeatable process. If you are a Customer Project Manager, Subject Matter Expert, Key User, or End User involved in selecting the right business solution for your organization and delivering the Microsoft Dynamics solution, this book will help you determine how the method facilitates the delivery of a solution that is aligned to your vision. If you are a Sales Executive, Services Sales Executive, Technical Sales Specialist, Pre-Sales Consultant, or

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