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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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In a world driven by information and connectivity, the ability of words has become more evident than ever. They have the capability to inspire, provoke, and ignite change. Such may be the essence of the book **Microsoft Dynamics Crm 4 For Dummies**, a literary masterpiece that delves deep in to the significance of words and their impact on our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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