

MICROSOFT DYNAMICS CRM IMPLEMENTATION



Microsoft Crm 40 User Guide

J Dewey



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Microsoft Crm 4.0 User Handbook Stamati Crook,2008-08-01 The Microsoft CRM 4 0 User Handbook is for people using and evaluating Microsoft CRM A lot of ground is covered with an emphasis on providing a full and concise summary of all the features of CRM rather than a step by step guide You will understand the sales cycle how to run a marketing campaign and how to schedule appointments and service activities The user interface is explored in full detail both from a web browser and from the Outlook client for CRM and you will learn how to run a mail merge to Word and export to Excel Customisation and workflow features are covered from a user point of view and we do not discuss installation or programming issues although the author is a programmer Readers will want to have this book nearby as they explore Microsoft CRM and will keep it handy on their bookshelf as they begin to use CRM to it s full potential

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