Salesforce User Guide Spring 12

This book guides B2B leaders along a step by step path to uncommon growth through three transformative shifts: The Digital Selling Shift to digital demand generation, The Digital Customer Experience Makeover to digital customer engagement, The Digital Proposition Pivot to data-powered, digital solutions. The Definitive Guide is informed by the work of Fred Geyer at Prophet, a leading digital transformation consultancy, and Joerg Niessing at INSEAD, a global standard-bearer for business education. Rich case studies from Maersk, Michelin, Adobe, and Air Liquide with best practices from IBM, Salesforce.com, Thyssenkrupp, and scores of leading B2B companies illustrate how putting customers at the heart of digital transformation drives uncommon growth. Fred and Joerg map the route from customer insight to in-market implementation for each transformational shift in four steps: Where to Play - Identify top customer growth opportunities, How to Win - Build the strategy to win customer preference, What to Do - Effectively deliver the strategy, Who is Needed - Assemble the team to make it happen. The two biggest barriers to successful digital transformation, effectively using customer data and enabling employees, are addressed by outlining a clear path to navigate forward based on best practices from other leading companies. The guide has won rave reviews from B2B leaders: "This book illuminates the secret sauce of digital transformation in the B2B space" – David Aaker, renowned brand strategist and bestselling author. "A thought-provoking exploration of three crucial transformational shifts for B2B companies" – Vincent Clerc, CEO, Maersk Ocean & Logistics "This is a great guide to applying best practices to the formidable challenge of digital transformation in complex markets and supply chains." – Dr. Lars Brzoska, Chairman of the Board of Management, Jungheinrich AG. "By providing case examples and step by step assistance in determining where to play, how to win, what to do and who to win, this book fulfilled my need for inspiring and pragmatic transformation guidance" – Lindy Hood, Chief Customer Experience Officer, Zurich Financial North America Historically, grief and spirituality have been jealously guarded as uniquely human experiences. Although non-human animal grief has been acknowledged in recent times, its potency has not been recognised as equal to human grief. Anthropocentric philosophical questions still underpin both academic and popular discussions. In Enter the Animal, Teya Brooks Pribac examines what we do and don't know about grief and spirituality. She explores the growing body of knowledge about attachment and loss and how they shape the lives of both human and non-human animals. A valuable addition to the vibrant interdisciplinary conversation about animal subjectivity, Enter the Animal identifies conceptual and methodological approaches that have contributed to the prejudice against nonhuman animals. It offers a compelling theoretical base for the consideration of grief and spirituality across species and highlights important ethical implications for how humans treat other animals.

Learning Salesforce Visual Workflow is intended for those who want to use Flows to automate their business requirements by click not code. Salesforce maintains an incredibly user-friendly interface; no previous experience in computer coding or programming is required.

Connect your enterprise to a wide range of SaaS platforms, Open APIs, and social networks quickly and without difficulty. Through step-by-step instructions and numerous real-world examples, this concise guide shows you how to seamlessly integrate the external services you need with Mule ESB and its powerful Cloud Connect toolset. You'll learn how to use service-specific connectors for many popular APIs—including Salesforce, Twitter, LinkedIn, and Twilio—through easy-to-learn abstractions. If Mule doesn't have a connector for the resource you need, you'll learn how to build your own. You'll discover how easy it is to reach beyond the enterprise firewall for a host of Internet resources. Discover the advantages of using Mule Cloud Connect over typical web service clients and protocols Learn how Cloud Connectors eliminate the need to understand the underlying API of each service Get started with the latest real-time technologies, including REST, WebHooks, and Streaming APIs Integrate OAuth secure APIs and understand their role in authorization and information sharing Delve into advanced topics such as multi-tenancy and connection management Build your own custom connectors with the Mule DevKit

Build interactive dashboards using Salesforce Einstein analytics. Explore all of your data quickly and easily by providing AI-powered advanced analytics, right in Salesforce. You will manage datasets, query data with Salesforce Analytics Query Language (SAQL), and customize dashboards. Because Einstein Analytics is new, the curve to learn this technology can be difficult. This book guides you step-by-step in simple, easy-to-understand terms to get data from the Salesforce platform to the Einstein Analytics platform and also shows you how to import external data (e.g., CSV files). Core chapters focus on understanding data sources, dataflow, dataset, and lens leading up to building dashboards from scratch. Advanced features such as data transformation using computeExpression and computeRelative as well as dataflow with a multi-value lookup are explored. What You Will Learn Use data from Salesforce and external sources Create a dataflow to build a flexible dataset Build dashboards using Einstein Analytics Explore and analyze data using Einstein Analytics Utilize SAQL and binding to create advance dashboards Who This Book Is For IT users getting started with Einstein Analytics, Salesforce consultants starting new Einstein Analytics projects, and power users familiar with Salesforce reporting and dashboards who want to get up to speed on new analytics features

Updated throughout with new vignettes, boxes, cases, and more, this classic text blends the most recent sales management research with real-life "best practices" of leading sales organizations. The text focuses on the importance of employing different sales strategies for different consumer groups, and on integrating corporate, business, marketing, and sales strategies. It equips students with a

strong foundation in current trends and issues, and identifies the skill sets needed for the 21st century.

Arts Management is designed as an upper division undergraduate and graduate level text that covers the principles of arts management. It is the most comprehensive, up to date, and technologically advanced textbook on arts management on the market. While the book does include the background necessary for understanding the global arts marketplace, it assumes that cultural fine arts come to fruition through entrepreneurial processes, and that cultural fine arts organizations have to be entrepreneurial to thrive. Many cases and examples of successful arts organizations from the Unites States and abroad appear in every chapter. A singular strength of Arts Management is the author's skilful use of in-text tools to facilitate reader interest and engagement. These include learning objectives, chapter summaries, discussion questions and exercises, case studies, and numerous examples and cultural spotlights. Online instructor's materials with PowerPoints are available to adopters.

This book illuminates methods for drawing upon young adult literature to facilitate students' social action.

Organisations continually use integrated marketing communications to achieve a competitive advantage and meet their marketing objectives. This 5th edition of Integrated Marketing Communications emphasises digital and interactive marketing, the most dynamic and crucial components to a successful IMC campaign today. Incorporating the most up-to-date theories and practice, this text clearly explains and demonstrates how to best select and co-ordinate all of a brand's marketing communications elements to effectively engage the target market. Chapters adopt an integrative approach to examine marketing communications from both a consumer's and marketer's perspective. With a new chapter on digital and social marketing addressing the development of interactive media in IMC and new IMC profiles featuring Australian marketer's, along with a wide range of local and global examples including: Spotify, Pandora, Snapchat, Palace Cinemas, Woolworths, KFC, Old Spice, Telstra, Colgate and QANTAS, this text has never been so relevant for students studying IMC today. Each new copy of the text also offers 12 month access to a wealth of student online revision and learning tools: CourseMate Express + Search me! Marketing. Unique to the text is a series of new student and instructor IMC videos showing students how key objectives in IMC theory are applied by real businesses.

The Handbook of Marketing presents a major retrospective and prospective overview of the field of marketing, and provides a landmark reference at a time when many of the traditional boundaries and domains within the marketing discipline have been subject to change. The Handbook frames, assesses and synthesizes the work in the field and helps to define and shape its current and future development. It includes contributions from leading scholars in the field, and the input of an international and extremely distinguished advisory board of marketing academics. The Handbook of Marketing will be invaluable to advanced undergraduates, graduate students and academics in marketing.

Learn about the Advanced Administration Certification Examination and build a successful career in Salesforce administration About This Book Build your skills and knowledge to crack the Advanced Admin Certification Examination Leverage the advanced administration capabilities of Salesforce and Salesforce1 Optimize and extend Sales Cloud and Service Cloud applications Who This Book Is For This book is written for Salesforce admins who are looking to gain an in-depth knowledge of the Salesforce platform and grow their value in their

organization. It will teach them to implement and design advanced business process automation for the benefit of their organization. What You Will Learn Adopt Lightning Experience to improve the productivity of your organization's sales team Create and maintain service entitlements and entitlement processes Process Builder basic and advanced concepts Different ways to deploy applications between environments Best practices for improving and enriching data quality In Detail The book starts by refreshing your knowledge of common admin tasks. You will go over Lightning Experience and various security aspects. You will be shown how to implement territory management in your organization and make use of custom objects. From here, the book progresses to advanced configuration, data management, and data analytics before swiftly moving on to setting up advanced organization-wide features that affect the look and feel of the application. Extend the capabilities of your organization's Salesforce implementation by optimizing and extending Sales Cloud, Salesforce1, and Service Cloud applications. This guide will equip you with the tools you need to build a successful career in Salesforce. Style and approach The book takes a straightforward, no-nonsense approach to working with the Salesforce CRM platform. It is filled with examples, advanced use cases, and all the resources you need to be a Salesforce Jedi.

You can choose several data access frameworks when building Java enterprise applications that work with relational databases. But what about big data? This hands-on introduction shows you how Spring Data makes it relatively easy to build applications across a wide range of new data access technologies such as NoSQL and Hadoop. Through several sample projects, you'll learn how Spring Data provides a consistent programming model that retains NoSQL-specific features and capabilities, and helps you develop Hadoop applications across a wide range of use-cases such as data analysis, event stream processing, and workflow. You'll also discover the features Spring Data adds to Spring's existing JPA and JDBC support for writing RDBMS-based data access layers. Learn about Spring's template helper classes to simplify the use of database-specific functionality Explore Spring Data's repository abstraction and advanced query functionality Use Spring Data with Redis (key/value store), HBase (column-family), MongoDB (document database), and Neo4j (graph database) Discover the GemFire distributed data grid solution Export Spring Data JPA-managed entities to the Web as RESTful web services Simplify the development of HBase applications, using a lightweight object-mapping framework Build example big-data pipelines with Spring Batch and Spring Integration

EXPLORING MARKETING RESEARCH, 11E, provides a thorough guide to the design, execution, analysis, and reporting of marketing research to support effective business decisions. The text prepares students to approach marketing research from a management perspective rather than as hands-on practitioners, providing valuable business context while introducing both traditional research methods, such as designing questionnaires, and the latest technological advances, including current data collection devices, data analysis tools, practical approaches to data analytics, and the impact of social media and artifactual online data. In addition to updates based on recent trends and technology, the new 11th Edition features an increased emphasis on ethical and international issues, reflecting their growing importance in modern marketing research. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

This second edition of Market Response Models: -places much more emphasis on the basic building blocks of market response modeling: markets, data, and sales drivers, through a separate chapter. -splits the design of response models into separate chapters on static and dynamic models. -discusses techniques and findings spawned by the marketing information revolution, e.g., scanner data. -emphasizes new insights available on marketing sales drivers, especially improved understanding of sales promotion. -demonstrates methodological developments to assess long-term impacts, where present, of current marketing efforts.

-includes a new chapter on sales forecasting. -adds mini-case histories in the form of boxed inserts entitled Industry Perspectives, which are primarily written by business executives. This book is truly the foundation of market response modeling.

Learn how security architecture processes may be used to derive security controls to manage the risks associated with the Cloud.

"This book discusses theory and practice in the design of knowledge management systems, facilitation of knowledge sharing, and creation of practices that encourage organizational learning"--Provided by publisher.

A practical guide which will help to discover how to setup and configure the Salesforce CRM application. It offers solutions and practical examples on how to further improve and maintain its functionality with clear systematic instructions. Being highly organized and compact, this book contains detailed instructions with screenshots, diagrams, and tips that clearly describe how you can administer and configure complex Salesforce CRM functionality with absolute ease.This book is for administrators who want to develop and strengthen their Salesforce CRM skills in the areas of configuration and system management. Whether you are a novice or a more experienced admin, this book aims to enhance your knowledge and understanding of the Salesforce CRM platform and by the end of the book, you should be ready to administer Salesforce CRM in a real-world environment.

This book constitutes the refereed proceedings of the 6th International Conference on Convergence and Hybrid Information Technology, ICHIT 2012, held in Daejeon, Korea, in August 2012. The 102 revised full papers presented were carefully reviewed and selected from 196 submissions. The papers are organized in topical sections on communications and networking; soft computing and intelligent systems; medical information and bioinformatics; security and safety systems; HCI and data mining; software and hardware engineering; image processing and pattern recognition; robotics and RFID technologies; convergence in information technology; workshop on advanced smart convergence (IWASC).

This practical guide brings DevOps principles to Salesforce development. It fits together two major movements within the IT world: the movement to Software/Platform as a Service (SaaS/PaaS), and the DevOps movement. While SaaS and PaaS allow companies to invest in their core competencies rather than maintain their own infrastructure, the goal of DevOps is to optimize the process of delivering software innovation and value. The release of Salesforce DX in late 2017 unlocks the possibility of a true DevOps workflow on Salesforce. But DevOps is new to the Salesforce world and there is not a widespread understanding of its goals and methods, and so adoption of Salesforce DX is still in the early stages. Mastering Salesforce DevOps explains how to build a powerful and comprehensive DevOps workflow for Salesforce—allowing you to finally deploy the world's most innovative platform using the world's most effective and efficient techniques. It addresses the need for a comprehensive guide to DevOps for Salesforce, allowing teams to bring proven practices from the IT world to resolve the hardest problems facing Salesforce developers today. What You Will Learn Improve company performance and software delivery performance using Salesforce DX Translate DevOps concepts into the unique language and practices of Salesforce Understand why and how you can implement Salesforce DX to achieve greater productivity and innovation Enable continuous delivery on Salesforce Build packages and architect code so it can be deployed easily Allow admins to participate in what has traditionally been a developer workflow Know the techniques for reducing the stress and risk of deployment Apply the full range of automated tests that can be used on Salesforce Who This Book Is for Salesforce developers, release managers, and those managing Salesforce development teams who need a guide to DevOps, and DevOps specialists who need to apply familiar concepts to Salesforce

Build and deploy scalable applications on the Salesforce Lightning Platform using the latest features of Spring '19 Key Features An end-to end-guide with practice tests to help you

achieve the Salesforce Platform Developer certification Design data models, user interfaces, and business logic for your custom applications Understand the complete development life cycle from designing to testing Book Description Salesforce Lightning Platform, used to build enterprise apps, is being increasingly adopted by admins, business analysts, consultants, architects, and especially developers. With this Salesforce certification, you'll be able to enhance your development skills and become a valuable member of your organization. This certification guide is designed to be completely aligned with the official exam study guide for the latest Salesforce Certified Platform Developer I release and includes updates from Spring '19. Starting with Salesforce fundamentals and performing data modeling and management, you'll progress to automating logic and processes and working on user interfaces with Salesforce components. Finally, you'll learn how to work with testing frameworks, perform debugging, and deploy metadata, and get to grips with useful tips and tricks. Each chapter concludes with sample questions that are commonly found in the exam, and the book wraps up with mock tests to help you prepare for the DEV501 certification exam. By the end of the book, you'll be ready to take the exam and earn your Salesforce Certified Platform Developer I certification. What you will learn Solve sample questions and mock tests and work with exam patterns Gain an understanding of declarative Salesforce tools such as Process Builder, flows, and many more Code in Salesforce using the Developer Console and IDEs Grasp the basics of object-oriented programming Write Apex classes, Visualforce pages, and Apex test classes with easy-to-follow steps Explore the different deployment tools that you can use to push metadata to different environments Build custom declarative apps and programs on Force.com platforms Who this book is for The Salesforce Platform Developer I Certification Guide is for you if you want to learn how to develop and deploy business logic and user interfaces using the capabilities of the Lightning Platform. No prior knowledge of Apex programming is required. New or intermediate developers will want to use this hands-on guide to prepare for the Salesforce Certified Platform App Builder credential, awarded for designing, building, and implementing applications using the declarative customization capabilities of the Salesforce Platform. This is the first book available covering this content, and Salesforce training is very costly. This book is filled with real-world examples and hands-on exercises, enabling you to prepare for the certification exam in a short span of time. Multiple-choice study questions and exercises are included to help you apply what you learn in each chapter. Author Rakesh Gupta explains Salesforce Platform fundamentals, including knowledge about the limitations of the declarative platform and when to use programmatic development versus the AppExchange. Data management and data analytics are covered. And you will learn how to set up organization-wide features that affect the look and feel of your application. Sandbox design patterns and process automation tools available in Salesforce are discussed and you will know when to use them. You will become familiar with a wide array of topics, including designing a mobile app and reporting in Salesforce. What You Will Learn Know when to use declarative development versus programmatic development versus the AppExchange Understand the Salesforce data model, field type (when to use which fields), and how and when to use an external object in Salesforce Be familiar with security and settings in Salesforce See how easily users can migrate to the Lightning experience from the classic platform Implement business process automation using declarative features Apply the automation process in Salesforce Utilize Process Builder and manage its power to automate business processes Use sandboxes and deployment tools Who This Book Is For New or intermediate Salesforce developers or anyone in the Salesforce development arena who wants to learn or explore the platform

Benefiting LIS students and professionals alike, Franks presents complete coverage of the records and information lifecycle model. Encompassing paper, electronic (databases, office suites, email), and new media records (blogs, wikis), as well as records residing in "the cloud"

(software as a service), the text addresses a full range of topics, including The origins and development of records and information The discipline of information governance Creation/capture, classification, and file plan development Retention strategies Access, storage, and retrieval Electronic records and electronic records management systems Emerging technologies such as web records, social media, and mobile devices Vital records, disaster preparedness and recovery, and business continuity Monitoring, auditing, and risk management Inactive records management, archives, and long-term preservation Education and training Developing a strategic records management plan

Beholden to accepted assumptions about people and organizations, too many enterprises waste human potential. Robert Quinn shows how to defy convention and create organizations where people feel fully engaged and continually rewarded, where both individually and collectively they flourish and exceed expectations. The problem is that leaders are following a negative and constraining "mental map" that insists organizations must be rigid, top-down hierarchies and that the people in them are driven mainly by self-interest and fear. But leaders can adopt a different mental map, one where organizations are networks of fluid, evolving relationships and where people are motivated by a desire to grow, learn, and serve a larger goal. Using dozens of memorable stories, Quinn describes specific actions leaders can take to facilitate the emergence of this organizational culture—helping people gain a sense of purpose, engage in authentic conversations, see new possibilities, and sacrifice for the common good. The book includes the Positive Organization Generator, a tool that provides 100 real-life practices from positive organizations and helps you reinvent them to fit your specific needs. With the POG you can identify and implement the practices that will have the greatest impact on your organization. At its heart, the book helps leaders to see new possibilities that lie within the acknowledged realities of organizational life. It provides five keys for learning to be "bilingual"--speaking the conventional language of business as well as the language of the positive organization. When leaders can do this, they are able to make real and lasting change. Apr. issues for 1940-42 include Papers and proceedings of the semi-annual [Dec.] meeting of the American Marketing Association, 1939-41.

This book offers a thorough yet easy-to-read reference guide to various aspects of cloud computing security. It begins with an introduction to the general concepts of cloud computing, followed by a discussion of security aspects that examines how cloud security differs from conventional information security and reviews cloud-specific classes of threats and attacks. A range of varying threats in cloud computing are covered, from threats of data loss and data breaches, to threats to availability and threats posed by malicious insiders. Further, the book discusses attacks launched on different levels, including attacks on the hypervisor, and on the confidentiality of data. Newer types, such as side-channel attacks and resource-freeing attacks, are also described. The work closes by providing a set of general security recommendations for the cloud.

A brand new collection of high-value HR techniques, skills, strategies, and metrics… now in a convenient e-format, at a great price! HR management for a new generation: 6 breakthrough eBooks help you help your people deliver more value on every metric that matters This unique 6 eBook package presents all the tools you need to tightly link HR strategy with business goals, systematically optimize the value of all your HR investments, and take your seat at the table where enterprise decisions are made. In The Definitive Guide to HR Communication: Engaging Employees in Benefits, Pay, and Performance, Alison Davis and Jane Shannon help you improve the effectiveness of every HR message you deliver. Learn how to treat employees as customers… clarify their needs and motivations … leverage the same strategies and tools your company uses to sell products and services… package information for faster, better decision-making… clearly explain benefits, pay, and policies… improve recruiting, orientation, outplacement, and much more. In Investing in People, Second Edition, Wayne Cascio and

John W. Boudreau help you use metrics to improve HR decision-making, optimize organizational effectiveness, and increase the value of strategic investments. You'll master powerful solutions for integrating HR with enterprise strategy and budgeting -- and for gaining commitment from business leaders outside HR. In Financial Analysis for HR Managers, Dr. Steven Director teaches the financial analysis skills you need to become a true strategic business partner, and get boardroom and CFO buy-in for your high-priority initiatives. Director covers everything HR pros need to formulate, model, and evaluate HR initiatives from a financial perspective. He walks through crucial financial issues associated with strategic talent management, offering cost-benefit analyses of HR and strategic financial initiatives, and even addressing issues related to total rewards programs. In Applying Advanced Analytics to HR Management Decisions , pioneering HR technology expert James C. Sesil shows how to use advanced analytics and "Big Data" to optimize decisions about performance management, strategy alignment, collaboration, workforce/succession planning, talent acquisition, career development, corporate learning, and more. You'll learn how to integrate business intelligence, ERP, Strategy Maps, Talent Management Suites, and advanced analytics -- and use them together to make far more robust choices. In Compensation and Benefit Design , world-renowned compensation expert Bashker D. Biswas helps you bring financial rigor to compensation and benefit program development. He introduces a powerful Human Resource Life Cycle Model for considering compensation and benefit programs… fully addresses issues related to acquisition, general compensation, equity compensation, and pension accounting… assesses the full financial impact of executive compensation and employee benefit programs… and discusses the unique issues associated with international HR programs. Finally, in People Analytics, Ben Waber helps you discover powerful hidden social "levers" and networks within your company, and tweak them to dramatically improve business performance and employee fulfillment. Drawing on his cutting-edge work at MIT and Harvard, Waber shows how sensors and analytics can give you an unprecedented understanding of how your people work and collaborate, and actionable insights for building a more effective, productive, and positive organization. Whatever your HR role, these 6 eBooks will help you apply today's most advanced innovations and best practices to optimize workplace performance -- and drive unprecedented business value. From world-renowned human resources experts Alison Davis, Jane Shannon, Wayne Cascio, John W. Boudreau, Steven Director, James C. Sesil, Bashker D. Biswas, and Ben Waber .

For more than 20 years, Network World has been the premier provider of information, intelligence and insight for network and IT executives responsible for the digital nervous systems of large organizations. Readers are responsible for designing, implementing and managing the voice, data and video systems their companies use to support everything from business critical applications to employee collaboration and electronic commerce.

This book describes the landscape of cloud computing from first principles, leading the reader step-by-step through the process of building and configuring a cloud environment. The book not only considers the technologies for designing and creating cloud computing platforms, but also the business models and frameworks in real-world implementation of cloud platforms. Emphasis is placed on "learning by doing," and readers are encouraged to experiment with a range of different tools and approaches. Topics and features: includes review questions, hands-on exercises, study activities and discussion topics throughout the text; demonstrates the approaches used to build cloud computing infrastructures; reviews the social, economic, and political aspects of the on-going growth in cloud computing use; discusses legal and security concerns in cloud computing; examines techniques for the appraisal of financial investment into cloud computing; identifies areas for further research within this rapidly-moving field.

4LTR Press solutions give students the option to choose the format that best suits their learning preferences. This option is perfect for those students who focus on the

textbook as their main course resource. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

A comprehensive guide filled with best practices and tailor-made examples - a must-read for all Lightning Platform architects! Key Features Use the Lightning Platform to build integrated, scalable, and robust apps focused on enterprise-level customer demands Use the Lightning Component framework to deliver modern and responsive user experiences targeting multiple devices through Lightning Experience and Salesforce Mobile Extend your application with access to external services and AI Book Description Salesforce Lightning provides a secure and scalable platform to build, deploy, customize, and upgrade applications. This book will take you through the architecture of building an application on the Lightning platform to help you understand its features and best practices, and ensure that your app keeps up with your customers' increasing needs as well as the innovations on the platform. This book guides you in working with the popular aPaaS offering from Salesforce, the Lightning Platform. You'll see how to build and ship enterprise-grade apps that not only leverage the platform's many productivity features, but also prepare your app to harness its extensibility and customization capabilities. You'll even get to grips with advanced application architectural design patterns such as Separation of Concerns, Unit Testing and Dependency Integration. You will learn to use Apex and JavaScript with Lightning Web Components, Platform Events, among others, with the help of a sample app illustrating patterns that will ensure your own applications endure and evolve with the platform. Finally, you will become familiar with using Salesforce DX to develop, publish, and monitor a sample app and experience standard application life cycle processes along with tools such as Jenkins to implement CI/CD. By the end of this book, you will have learned how to develop effective business apps and be ready to explore innovative ways to meet customer demands. What you will learn Create and deploy AppExchange packages and manage upgrades Understand Enterprise Application Architecture patterns Customize mobile and desktop user experience with Lightning Web Components Manage large data volumes with asynchronous processing and big data strategies Implement Source Control and Continuous Integration Add AI to your application with Einstein Use Lightning External Services to integrate external code and data with your Lightning Application Who this book is for This book is for Lightning platform developers who want to discover the true potential of the platform to develop complex scalable applications for use in enterprise businesses.

PCMag.com is a leading authority on technology, delivering Labs-based, independent reviews of the latest products and services. Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology.

?This volume includes the full proceedings from the 1999 Academy of Marketing Science (AMS) Annual Conference held in Coral Gables, Florida. The research and presentations contained in this volume cover many aspects of marketing science including marketing strategy, consumer behaviour, international marketing, advertising, marketing education, among others. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers

conferences, congresses and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes deliver cutting-edge research and insights, complimenting the Academy's flagship journals, the Journal of the Academy of Marketing Science (JAMS) and AMS Review. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.?

Migrate your data to Salesforce and build low-maintenance and high-performing data integrations to get the most out of Salesforce and make it a "go-to" place for all your organization's customer information. When companies choose to roll out Salesforce, users expect it to be the place to find any and all Information related to a customer—the coveted Client 360° view. On the day you go live, users expect to see all their accounts, contacts, and historical data in the system. They also expect that data entered in other systems will be exposed in Salesforce automatically and in a timely manner. This book shows you how to migrate all your legacy data to Salesforce and then design integrations to your organization's mission-critical systems. As the Salesforce platform grows more powerful, it also grows in complexity. Whether you are migrating data to Salesforce, or integrating with Salesforce, it is important to understand how these complexities need to be reflected in your design. Developing Data Migrations and Integrations with Salesforce covers everything you need to know to migrate your data to Salesforce the right way, and how to design low-maintenance, high-performing data integrations with Salesforce. This book is written by a practicing Salesforce integration architect with dozens of Salesforce projects under his belt. The patterns and practices covered in this book are the results of the lessons learned during those projects. What You'll Learn Know how Salesforce's data engine is architected and why Use the Salesforce Data APIs to load and extract data Plan and execute your data migration to Salesforce Design low-maintenance, high-performing data integrations with Salesforce Understand common data integration patterns and the pros and cons of each Know real-time integration options for Salesforce Be aware of common pitfalls Build reusable transformation code covering commonly needed Salesforce transformation patterns Who This Book Is For Those tasked with migrating data to Salesforce or building ongoing data integrations with Salesforce, regardless of the ETL tool or middleware chosen; project sponsors or managers nervous about data tracks putting their projects at risk; aspiring Salesforce integration and/or migration specialists; Salesforce developers or architects looking to expand their skills and take on new challenges

This book is intended for all Salesforce users—administrators, managers, business analysts, or report writers who are new to creating reports or dashboards within Salesforce. Basic knowledge of the Salesforce platform is required.

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