

Salesforce User Guide Spring 12

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The main feature of Salesforce is called an ' Opportunity ' ; every time someone tries to sell a service to a company, an opportunity is created. Understand that an opportunity is a company but an option to sell something to a company. The not company itself called an ' Accountis ' , thus an account gets connected to an opportunity.

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Salesforce

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USER PERMISSIONS To create an engagement program: • Pardot Administrator or Marketing role After you segment your audience and finalize the content that drives your program, you're ready to create an engagement program. 1. Open Engagement Studio. • In Pardot, select Marketing and then Engagement Studio.

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~~My top 3 highlights from the Salesforce Spring '13 release -~~
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