

customer service case management

customer service case management is a critical component in modern business operations, enabling organizations to handle customer inquiries, complaints, and requests efficiently. This process involves tracking, managing, and resolving customer issues to enhance satisfaction and loyalty. Effective customer service case management relies on specialized software tools and methodologies that streamline communication, prioritize cases, and provide detailed documentation. Companies invest in these systems to reduce response times, improve agent productivity, and deliver consistent, high-quality support. This article explores the essential aspects of customer service case management, its benefits, key features, implementation strategies, and best practices. Additionally, it examines how technology and analytics contribute to optimizing case workflows for superior customer experiences.

- Understanding Customer Service Case Management
- Key Features of Customer Service Case Management Systems
- Benefits of Implementing Customer Service Case Management
- Best Practices for Effective Case Management
- Technology and Tools in Customer Service Case Management

Understanding Customer Service Case Management

Customer service case management refers to the systematic approach organizations use to handle customer interactions that require attention beyond simple inquiries. It involves creating, tracking, and resolving cases, which are records of individual customer issues or requests. Unlike basic customer support, case management focuses on complex or ongoing problems that may require multiple interactions or cross-departmental collaboration. This approach ensures that every customer concern is addressed thoroughly and tracked until resolution, reducing the risk of lost or forgotten issues.

The Role of Case Management in Customer Support

Case management serves as the backbone of structured customer support by providing a centralized platform to document all customer interactions related to a particular issue. It allows support agents to view the full history of a case, access relevant information, and communicate internally with other teams if needed. This coordination improves efficiency and accountability, ensuring that customers receive timely and accurate

responses.

Types of Cases Handled

Cases handled through customer service case management can range from product defects and billing disputes to technical support and service requests. Each case type may have specific workflows and escalation paths to guarantee proper handling. By categorizing cases effectively, organizations can prioritize urgent matters and allocate resources appropriately.

Key Features of Customer Service Case Management Systems

Modern customer service case management systems offer a variety of features designed to streamline case handling and improve the overall customer experience. These tools enable agents to work more efficiently and provide management with insights into support operations.

Case Tracking and History

One of the fundamental features is the ability to track individual cases from initiation to closure. This includes recording every interaction, update, and resolution step, providing a comprehensive case history. Detailed tracking ensures accountability and enables better follow-up on unresolved issues.

Automation and Workflow Management

Automation features help reduce manual tasks by routing cases to the appropriate agents based on predefined rules such as case type, priority, or customer segment. Workflow management capabilities allow organizations to define processes that standardize how cases are handled, ensuring consistency and compliance.

Multi-Channel Support Integration

Customer cases often originate from various communication channels including email, phone, chat, social media, and web forms. An effective case management system integrates these channels into a single interface, enabling agents to manage all cases seamlessly without switching platforms.

Reporting and Analytics

Comprehensive reporting tools provide insights into case volumes, resolution times, agent performance, and customer satisfaction metrics. Analytics help identify trends, bottlenecks, and areas for improvement, supporting data-driven decision-making in customer service management.

Benefits of Implementing Customer Service Case Management

Adopting a robust case management system offers numerous advantages that contribute to better customer experiences and operational efficiency.

Improved Customer Satisfaction

By ensuring timely and thorough resolution of customer issues, case management enhances satisfaction and builds trust. Customers appreciate when their concerns are handled professionally and follow-up is consistent.

Increased Agent Productivity

Case management tools equip support agents with organized information and automated workflows, enabling them to resolve issues faster and handle higher volumes of cases without sacrificing quality.

Enhanced Communication and Collaboration

Centralized case records facilitate communication among support teams and other departments, reducing miscommunication and accelerating problem resolution.

Better Accountability and Compliance

Detailed case documentation helps organizations maintain accountability and meet regulatory requirements by providing audit trails of customer interactions and resolutions.

Best Practices for Effective Case Management

Successful customer service case management requires strategic planning and ongoing refinement to maximize its benefits.

Define Clear Case Categories and Priorities

Establishing standardized categories and priority levels helps route cases efficiently and ensures that urgent issues receive immediate attention.

Train Support Agents Thoroughly

Providing comprehensive training on case management software and customer service protocols empowers agents to utilize tools effectively and deliver consistent support.

Implement Continuous Monitoring and Improvement

Regularly analyze case management data to identify performance gaps and implement process improvements. Continuous feedback loops help maintain high service standards.

Leverage Customer Feedback

Incorporate customer feedback into case management processes to better understand customer needs and tailor support strategies accordingly.

Technology and Tools in Customer Service Case Management

Advances in technology have transformed customer service case management, introducing sophisticated tools that enhance efficiency and customer engagement.

Case Management Software Solutions

There are numerous specialized software platforms designed for customer service case management, offering features such as ticketing systems, knowledge bases, and AI-powered assistance. These solutions integrate with CRM systems to provide a holistic view of customer interactions.

Artificial Intelligence and Automation

AI technologies, including chatbots and machine learning algorithms, automate routine case handling tasks, provide instant responses, and assist agents with case classification and prioritization. Automation reduces response times and operational costs.

Cloud-Based Platforms

Cloud-based case management systems offer scalability, accessibility, and seamless updates, allowing organizations to support remote teams and adapt quickly to changing customer service demands.

Analytics and Reporting Tools

Advanced analytics platforms enable in-depth analysis of case data, customer behavior, and agent performance. These insights drive strategic decisions and help refine customer service processes continuously.

- Centralized case tracking
- Automated workflows
- Multi-channel integration
- AI-enhanced support
- Comprehensive reporting

Frequently Asked Questions

What is customer service case management?

Customer service case management is a system or process used by organizations to track, manage, and resolve customer inquiries, complaints, or service requests efficiently and effectively.

How does case management improve customer service?

Case management improves customer service by organizing customer interactions, enabling faster response times, ensuring consistent communication, and providing a centralized platform for tracking and resolving issues.

What are the key features of customer service case management software?

Key features include ticket tracking, automated workflow, customer communication history, priority management, reporting and analytics, and integration with CRM and other support tools.

How can automation enhance customer service case management?

Automation can enhance case management by routing cases to the right agents, sending automatic updates to customers, prioritizing urgent issues, and reducing manual tasks, thereby increasing efficiency and accuracy.

What role does AI play in customer service case management?

AI can assist by analyzing case data to suggest solutions, automating responses for common issues, predicting case outcomes, and helping agents prioritize cases based on urgency and customer value.

How can case management systems help in handling high volumes of customer inquiries?

Case management systems help by organizing inquiries into manageable cases, automating assignment and escalation, tracking progress, and providing agents with relevant customer information to resolve issues quickly.

What metrics are important to track in customer service case management?

Important metrics include average resolution time, case volume, customer satisfaction scores, first contact resolution rate, and agent performance to monitor and improve service quality.

How do integrations improve the effectiveness of customer service case management?

Integrations with CRM, communication channels, knowledge bases, and analytics tools provide agents with comprehensive customer data and resources, streamline workflows, and enable a seamless customer support experience.

Additional Resources

1. Customer Service Case Management: Strategies for Success

This book provides a comprehensive overview of case management principles tailored specifically for customer service professionals. It explores techniques for organizing, tracking, and resolving customer issues efficiently. Readers will gain insights into improving customer satisfaction through effective communication and problem-solving strategies.

2. Mastering Customer Support Case Management

Focused on practical applications, this book offers step-by-step guidance on

managing customer support cases from initiation to resolution. It covers the use of technology, workflow automation, and performance metrics to enhance service quality. The author also discusses common challenges and how to overcome them in a fast-paced environment.

3. Effective Case Management in Customer Service Operations

Designed for team leaders and managers, this title delves into the operational aspects of case management. It highlights how to design efficient processes, train staff, and implement best practices to boost team productivity. Real-world examples illustrate how organizations have transformed their customer service through better case management.

4. Technology and Innovation in Customer Service Case Management

This book examines the role of emerging technologies like AI, CRM systems, and data analytics in revolutionizing case management. It provides a forward-looking perspective on how innovation can streamline workflows and personalize customer interactions. Readers will learn how to select and integrate the right tools for their service teams.

5. Customer-Centric Case Management: Building Loyalty through Service

Focusing on the customer experience, this book emphasizes creating case management processes that foster loyalty and trust. It discusses strategies for empathetic communication, proactive issue resolution, and feedback incorporation. The author stresses the importance of aligning case management with overall customer relationship goals.

6. Advanced Techniques for Customer Service Case Resolution

This resource offers advanced methodologies for resolving complex customer cases effectively. Topics include conflict resolution, root cause analysis, and multi-channel case handling. The book is ideal for experienced professionals seeking to refine their skills and handle challenging scenarios with confidence.

7. Metrics and Analytics in Customer Service Case Management

Focusing on the quantitative side, this book guides readers on measuring and analyzing case management performance. It covers key performance indicators (KPIs), dashboard creation, and data-driven decision-making. Readers will understand how to leverage analytics to continuously improve their customer service operations.

8. Building a Customer Service Case Management Team

This book addresses the human resource aspects of case management, including recruitment, training, and team dynamics. It offers practical advice on leadership, motivation, and fostering a culture of accountability. The insights help managers build high-performing teams capable of delivering exceptional customer service.

9. Case Management Best Practices for Customer Support Professionals

A practical handbook that consolidates best practices from industry leaders in customer support. It covers everything from case intake and prioritization to communication protocols and follow-up procedures. The book serves as a

valuable reference for both newcomers and seasoned professionals aiming to enhance their case management skills.

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customer service case management: Customer Relationship Management Francis Buttle, Stan Maklan, 2019-04-24 Customer Relationship Management, Fourth Edition continues to be the go-to CRM guide explaining with unrivalled clarity what CRM is, its uses, benefits and implementation. Buttle and Maklan take a managerial perspective to track the role of CRM throughout the customer journey stages of acquisition, retention and development. Theoretically sound and managerially relevant, the book is liberally illustrated with examples of technology applications that support marketing, sales and service teams as they interact with customers, but assumes no deep technical knowledge on the reader's part. The book is structured around three core types of CRM – strategic, operational and analytical – and throughout each chapter, case illustrations of CRM in practice and images of CRM software demystify the technicalities. Ideal as a core textbook for advanced undergraduate and postgraduate students on CRM or related courses such as relationship marketing, digital marketing, customer experience management or key account management, the book is equally valuable to industry professionals, managers involved in CRM programs and those pursuing professional qualifications or accreditation in marketing, sales or service management. NEW TO THIS EDITION: New and updated international case illustrations throughout New and updated screenshots from CRM applications Fully updated to reflect the evolving CRM landscape, including extended coverage of: Big data and its influence on CRM Artificial intelligence (AI) Advances in CRM analytics The relationships between CRM and customer experience management The role of social media in customer management strategy Real-time marketing Chatbots and innovative customer self-service Privacy and data security Updated lecturer support materials online

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customer service case management: Customer Relationship Management Daniel D. Prior, Francis Buttle, Stan Maklan, 2024-01-23 This highly regarded textbook provides the definitive account of Customer Relationship Management (CRM) concepts, applications, and technologies, focusing on how companies can create and maintain mutually beneficial relationships with customers. Readers will gain a thorough understanding of the conceptual foundations of CRM, see CRM in practice through illustrative case examples and exercises, and understand how to organise customer data gathering, analysis, and presentation for decision making. The book achieves these outcomes by first considering strategic CRM before moving into operational CRM and, finally, onto analytical aspects of CRM. The fifth edition has been fully updated to include: A series of new case examples to illustrate CRM within various regional and industrial contexts, including those relevant to large, medium, and small enterprises A series of new exercises and discussion questions to help readers understand CRM concepts and to support pedagogical processes, particularly in higher education environments A greater emphasis on managerial applications of CRM through new content to help guide managers An updated account of new and emerging technologies relevant to CRM Expanded coverage of customer experience (CX), customer engagement (CE), and customer journey management (CJM) Customer Relationship Management is essential reading for advanced undergraduate and postgraduate students studying CRM, Sales Management, Customer Experience Management, and Relationship Marketing, as well as executives who oversee CRM functions. Online resources include an Instructor's Manual, chapter-by-chapter PowerPoint slides, and a bank of exam questions.

customer service case management: CUSTOMER RELATIONSHIP MANAGEMENT Dr. Manjula A Soudatti, : • Retaining existing customers by understanding their needs and preferences. • Enhancing customer satisfaction through personalized experiences and prompt service. • Acquiring new customers by identifying and targeting potential leads effectively. • Improving communication through various channels to engage with customers. • Centralizing and managing customer data for insightful analysis and informed decision-making. • Increasing operational efficiency by automating tasks and optimizing workflows. • Identifying opportunities for cross-selling and upselling based on customer behavior. • Fostering brand loyalty and advocacy through exceptional service and personalized interactions. • Gathering feedback for continuous improvement and refining products and services.

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customer service case management: Customer Relationship Management (CRM) for Medium and Small Enterprises Antonio Specchia, 2022-04-07 Customer Relationship Management (CRM) systems are a growing topic among small- and medium-sized enterprises, entrepreneurs, and solopreneurs, and it is completely clear that CRM is a tool that businesses should have in place to manage sales processes. Teams of salespeople must have a system to run their daily activities, and small businesses and solopreneurs must track their marketing effort, a functioning structure for maintaining their contacts with prospects and clients to improve the effectiveness of their sales effort. CRM, once only available to large corporations, is now powerful technology for small and medium businesses. Small and medium businesses are now able to implement CRM solutions under a more cost-effective balance as an alternative to traditional tools like Salesforce, Dynamics, or Oracle. The reason for the success is mainly the simplicity of the new tools and solutions that have been developed for the management of sales processes. This book discusses how to implement a CRM from the perspective of the businessperson—not the more typical IT consultant or the technical staff. It benefits business development, sales management, and sales process control. Small business owners must understand why and how implementing a CRM will create value for their business—how it will focus on business development, sales management, and how sales leads develop into happy customers. Small business owners must first understand what a CRM system is, how it works, what its main functions are, and how it serves to manage workflows in the company's sales department. Generally, entrepreneurs struggle to find the time to read and study complex and fully comprehensive books. This book provides direct operational guidelines to those who need easy-to-read information about how to use CRM effectively. Business professionals must be able to set up CRM systems and avoid mistakes and wasting time. This book provides an overview of what can be done with CRM and how it happens to empower businesspeople to find new customers and win business opportunities. This book discusses the logic of CRM in sales, giving tips and explanations on why and what happens when CRM is implemented in a specific way. Essentially, this book gives the entrepreneur the know-how behind CRM in sales in general terms, supporting enhanced customer relationships.

customer service case management: Customer Service Interview Questions and Answers - English Navneet Singh, Customer service is a crucial part of any business, as it directly impacts customer satisfaction and loyalty. Here are common customer service interview questions along with sample answers to help you prepare: 1. Can you tell me about a time when you went above and beyond for a customer? Sample Answer: In my previous role, a customer was upset because their order was delayed due to a shipping error. I not only expedited the shipping of their replacement order but also included a handwritten apology note and a discount voucher for their next purchase. Additionally, I followed up with the customer after the delivery to ensure everything was satisfactory. The customer appreciated the extra effort and became a loyal customer. 2. How do you handle difficult or irate customers? Sample Answer: I remain calm and composed when dealing with difficult customers. I listen actively to their concerns without interrupting, empathize with their situation, and assure them that I will do my best to resolve the issue. For example, once a customer was upset about a billing error. I apologized for the inconvenience, investigated the issue, and corrected the error promptly. I also provided a detailed explanation and a small compensation for the trouble. The customer left satisfied with the resolution. 3. What does excellent customer service

mean to you? Sample Answer: Excellent customer service means exceeding customer expectations by providing timely, efficient, and personalized assistance. It involves understanding the customer's needs, addressing their concerns promptly, and making them feel valued. Excellent service turns a one-time customer into a repeat customer and a loyal advocate for the brand. 4. How do you prioritize your tasks when dealing with multiple customers? Sample Answer: I prioritize tasks based on urgency and impact. For instance, if I have multiple customers waiting, I first address any urgent issues that can be quickly resolved. I also keep customers informed about wait times and manage their expectations. I use tools like CRM systems to keep track of customer interactions and ensure that no request is overlooked. Effective time management and clear communication are key to handling multiple customers efficiently. 5. How do you ensure that you understand a customer's needs? Sample Answer: I ensure I understand a customer's needs by actively listening to them, asking clarifying questions, and summarizing their concerns to confirm my understanding. For example, if a customer calls in with a technical issue, I will ask them to describe the problem in detail, confirm my understanding by summarizing it back to them, and then proceed with troubleshooting. This approach helps in providing accurate and efficient assistance. 6. Can you describe a situation where you failed to meet a customer's expectations and how you handled it? Sample Answer: There was an instance where a customer received a product that was different from what they expected due to a miscommunication during the order process. I acknowledged the mistake, apologized sincerely, and offered to replace the product at no extra cost. I also provided a discount on their next purchase as a goodwill gesture. Additionally, I reviewed our communication process to prevent similar issues in the future. The customer appreciated the quick resolution and continued to do business with us. 7. How do you stay motivated in a repetitive job? Sample Answer: I stay motivated by focusing on the positive impact I can make on customers' experiences. Each interaction is an opportunity to solve a problem and make someone's day better. I also set personal goals and seek feedback to continuously improve my skills. Engaging with colleagues, sharing success stories, and recognizing achievements within the team also help maintain a positive and motivated work environment. 8. How do you handle feedback, especially negative feedback, from customers? Sample Answer: I view feedback, especially negative feedback, as an opportunity for growth. When receiving negative feedback, I listen without interrupting, thank the customer for their input, and apologize for any inconvenience caused. I then take actionable steps to address the issue and prevent it from recurring. For example, if a customer complains about a delayed response, I will review our response times and work on improving our efficiency. This approach not only helps in resolving the current issue but also in enhancing overall service quality. 9. Describe a time when you had to handle a high-pressure situation. Sample Answer: During the holiday season, our customer service team experienced a significant increase in inquiries and complaints due to shipping delays. To handle the high-pressure situation, I stayed organized, prioritized urgent issues, and remained calm. I also coordinated with my team to ensure we were all aligned and supported each other. By maintaining clear communication with customers about delays and providing timely updates, we managed to handle the situation effectively and maintain customer satisfaction. 10. Why do you want to work in customer service? Sample Answer: I enjoy helping people and solving problems, which makes customer service a fulfilling career for me. I take pride in providing excellent service and making a positive impact on customers' experiences. Additionally, I appreciate the opportunities for continuous learning and development in this field, as every interaction is unique and offers a chance to grow professionally. Working in customer service allows me to use my communication and problem-solving skills to contribute to the company's success and customer satisfaction. By preparing responses to these common questions, you can showcase your skills and experiences effectively during a customer service interview. Tailoring your answers with specific examples from your past experiences will make them more compelling and demonstrate your qualifications for the role.

customer service case management: GRASPED Customer Service and Support Roadmap
Steven Brough, 2024-02-19 Introducing the transformative GRASPED Customer Service and Support

Roadmap - your ultimate guide to revolutionizing your startup's customer service and support systems. Get ready to ignite a fire of exceptional service that will leave your customers in awe. This roadmap is not your average customer service guideline. It's a game-changer that provides you with actionable steps, real-life case studies, and invaluable tips to establish an unbreakable bond with your customers. It's time to prioritize their satisfaction and loyalty like never before. With the GRASPED Customer Service and Support Roadmap, you'll embark on a journey towards building a customer service framework that goes beyond expectations. Discover how to set up effective support channels, train your team on best practices, and design systems to handle inquiries seamlessly. But it doesn't stop there. We'll show you the power of customer feedback and how it can fuel continuous improvement. By actively listening and implementing their suggestions, you'll create an army of loyal customers who will become your biggest advocates. Are you ready to take action and transform your startup's customer service? The GRASPED Customer Service and Support Roadmap is your ticket to success. Let's embark on this remarkable journey together and unlock the true potential of your business.

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customer service case management: **Cracking Health Costs** Tom Emerick, Al Lewis, 2013-06-07 **Cracking Health Costs** reveals the best ways for companies and small businesses to fight back, right now, against rising health care costs. This book proposes multiple, practical steps that you can take to control costs and increase the effectiveness of the health benefit. The book is all about rolling back health care costs to save companies and employees money. Working hand-in-hand with their employees, businesses need to ensure that, whenever feasible, employees with the most expensive diagnoses get optimal treatment at hospitals not practicing "volume-driven" medicine for higher profits. Less than 10% of employees incur 80% of costs. About 20% of patients have been completely misdiagnosed, while many others are simply the victims of surgeons who are either practicing bad medicine or overtreating for profit. For example, some companies, such as Walmart and Lowe's, are turning to the "Centers of Excellence" approach author Tom Emerick helped to pioneer while running benefits for Walmart. By determining which hospitals are adopting the highest standards of care, benefits managers can reduce the number of unnecessary high-cost surgeries and improve employees' overall health. The solution-based approach offered by the book is unique, because it can be implemented by businesses today.

customer service case management: **ServiceNow for Architects and Project Leaders** Roy Justus, David Zhao, 2022-12-01 Gain insight and strategic advice for driving value in your organization with this practical guide that condenses a decade of ServiceNow wisdom into the must-know essentials for impactful deployments Key Features Focus on what to do when shaping and leading a ServiceNow journey Explore strategies for making your projects impactful and valuable Guidance for leaders at every level to maximize return on their investments in ServiceNow Book Description ServiceNow is the leading enterprise service management platform that enables the effective management of services in a modern enterprise. In this book, you'll learn how to avoid pitfalls that can challenge value realization, where to focus, how to balance tradeoffs, and how to get buy-in for complex decisions. You'll understand the key drivers of value in ServiceNow implementation and how to structure your program for successful delivery. Moving ahead, you'll get

practical guidance on the methods and considerations in securely using ServiceNow. You'll also learn how to set up a multi-instance environment including best practices, patterns and alternatives in the use and maintenance of a multi-instance pipeline. Later chapters cover methods and approaches to design processes that deliver optimal ROI. Further, you'll receive tips for designing technical standards, designing for scale, ensuring maintainability, and building a supportable instance. Finally, you'll focus on the innovative possibilities that can be unlocked in a ServiceNow journey which will help you to manage uncertainty and claim the value of being an early adopter. By the end of this book, you'll be prepared to lead or support a ServiceNow implementation with confidence that you're bringing not only a solution but also making an impact in your organization. What you will learn Understand the key drivers of value in ServiceNow implementation Structure your ServiceNow programs for successful delivery Discover methods and tools for securely using ServiceNow Set up a multi-instance environment with best practices and patterns Architect and lead the deployment of AI capabilities in ServiceNow Build innovative experiences using NLU, virtual agents and the Now Experience Framework Who this book is for This book is for architects, consultants and project leaders looking to drive value by applying ServiceNow effectively and efficiently. Platform administration or development experience is useful but not necessary to get the most out of this book. However, some familiarity with the modules and features of ServiceNow is expected.

customer service case management: Fiscal Year 1996 Budget for the Department of Veterans Affairs and Department of Labor Veterans' Employment and Training Service
United States. Congress. Senate. Committee on Veterans' Affairs, 1995

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This text contains the core body of knowledge for case management practice as delineated by the Case Management Society of America (CMSA), the largest professional organization of case managers. The core curriculum provides a synthesis of case management evolution, and presents essential elements, concepts, and vision for current and future case management practice. This edition is significantly expanded to reflect the dynamic changes taking place in case management. Each chapter is organized in a consistent format that includes learning objectives; introduction; important terms and concepts; key definitions; and references.

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Business Analyst - Thinking Hat is a compelling, experience-rich guide for anyone looking to master the art and science of business analysis. Drawing on over 20 years in the IT industry, Hiten Shah shares practical tools, sharp insights, and real-life stories that highlight the true power of the Business Analyst as a strategic bridge between business and technology. Whether you're starting out or leveling up, this book offers a holistic roadmap—from foundational concepts and stakeholder management to process optimization, agile frameworks, and digital transformation. With a unique blend of mentorship, mindset, and methodology, Business Analyst - Thinking Hat empowers you to think beyond requirements and lead change with clarity, confidence, and purpose.

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Your all-access guide to reaping the benefits of Salesforce.com Salesforce.com has a rapidly expanding influence over the way companies across the globe interact with their clientele. Written by Salesforce.com insiders with years of experience in customer relationship management (CRM) solutions, Salesforce.com For Dummies gives you an edge in building relationships and managing your company's sales, marketing, customer service, and support operations. You'll discover how to organize contacts, schedule business appointments, use forecasting tools to predict upcoming sales, create accurate projects based on past performance, and so much more. A customizable, on-demand CRM solution, Salesforce.com allows businesses to organize and manage all of their customer information—leads, opportunities, contacts, accounts, cases, and solutions—in

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