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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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Implement your own security policies to protect your Salesforce org. Increase trust by confirming user identity, controlling access to specific apps and data, sharing objects and field data securely, encrypting data, and auditing changes.

[Salesforce Security Basics | Salesforce Security Guide](#) ...

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.

[Engagement Studio Implementation Guide – Salesforce](#)

Support for many of your organization's Salesforce customizations; 3. User-Focused Help New in this release, salesforce.com broke up the huge 4000+ page "How to be Successful with Salesforce" user guide into 14 new downloadable guides, divided by role, Salesforce product area, and experience level.

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