

# Siebel Sales 8.1

## Improved User Experience with Global Accounts

- Provides a context sensitive, hierarchical tree structure that allows quick navigation to acct related information: contacts, opptys, activities in an Explorer like interface
- Ability to expand the list of associated biz objects to include: Assets, Quotes, SRs, Orders
- Introduces faster algorithms to build complex account hierarchy structures & relationships

The screenshot displays the Siebel Sales 8.1 user interface. At the top is a menu bar with 'File', 'Edit', 'View', 'Navigate', 'Query', 'Tools', and 'Help'. Below the menu bar is a toolbar with various icons. The main window is titled 'Account' and contains a navigation pane on the left with tabs for 'Home', 'Opportunities', 'Accounts', 'Contacts', 'Calendar', 'Forecasts', and 'Revenue'. The 'Accounts' tab is selected, showing a 'Global Accounts Hierarchy List'. The list has columns for 'Account Name', 'Site', 'Main Phone #', 'Status', 'URL', and 'Date'. The 'XCom' account is expanded, showing a list of subaccounts. A red callout box on the right lists 'Key Benefits'.

**Key Benefits**

- Superior user experience with a Microsoft Explorer paradigm
- Quicker access to account related information and related objects
- Increased performance and scalability in populating acct hierarchy information

Account Name	Site	Main Phone #	Status	URL	Date
123	Mumbai		Active		
123	Mumbai		Active		
XCom	Headquarters	(710) 324-5000	Gold	www.xcom.com	
XCom	US	+0019095007	Active		
XCom Research	US	(415) 324-6000	Active	www.xcom.com	
X Telecom	France	+0033206242	Active		
AA_Account Partner 1	AA_Accounts.Part1	(310) 121-1101	Active		10
AA_Circle Account 1			Active		
AA_Circle Account 2			Active		
AA_Dept Account 1			Active		

Account	Site	Type	URL	Industry
XCom Research	US	Commercial	1-909	manufacture
Partner Distribution 1 California		Commercial	1-909	advertising
Partner Distribution 2 New York		Commercial	1-907	advertising

# Siebel Sales User Guide

**Jessica Keyes**



## **Siebel Sales User Guide:**

*Siebel Sales Guide* , **Siebel Functional Guide** , *The CRM Handbook* Jill Dyché,2002 CRM is an integrated information system that is used to plan schedule and control the pre sales and post sales activities in an organization This text is a manager s guide to making the most of CRM techniques for enhancing customer service sales force effectiveness and marketing strategy Manager's Guide to Making Decisions about Information Systems Paul Gray,2005-09-12 The sign of a smart IS decision The sign of a smart decision about information systems isn t based on technical details alone it s based on how well that decision contributes to the overall success of the business If you want to make your firm s investment in IS really pay off you need to approach IS from a truly managerial perspective Now with Paul Gray s Manager s Guide to Making Decisions About IS you ll learn how IS can help the organization as a whole and how to make key decisions on whether to undertake upgrade or decommission large software systems You ll also learn about the capabilities of IS such as the many uses of a data warehouse and using IS to gain competitive intelligence See the big picture The Manager s Guide to Making Decisions About IS first focuses on big picture issues such as hardware software and the Internet strategic uses of IS aligning IS with the business types of applications and inter organizational systems Make decisions on big ticket applications Gray then provides you with essential knowledge that will help you make informed decisions on big ticket applications including electronic commerce enterprise requirements planning ERP customer relationship management CRM data warehousing knowledge management and business intelligence Explore current IS issues Finally the Manager s Guide to Making Decisions About IS examines the IS issues that managers are currently facing in today s business including outsourcing systems integration supply chain people issues mergers and acquisitions infrastructure and privacy security and ethics Armed with this knowledge you ll have the confidence and understanding you need to sign off on IS decisions that will have a valuable impact on your organization **Handbook of CRM** Adrian Payne,2012-07-26 Customer Relationship Management is a holistic strategic approach to managing customer relationships to increase shareholder value and this major Handbook of CRM gives complete coverage of the key concepts in this vital field It is about achieving a total understanding of the concepts that underlie successful CRM rather than the plethora of systems that can be used to implement it Based on recent knowledge it is underpinned by Clear and comprehensive explanations of the key concepts in the field Vignettes and full cases from major businesses internationally Definitive references and notes to further sources of information on every aspect of CRM Templates and audit advice for assessing your own CRM needs and targets The most lucid comprehensive and important overview of the subject and an invaluable tool in enabling the connection of the major principles to the real world of business **Superior Business Performance** Bob Deneen,2005-07 Superior Business Performance helps entrepreneurs achieve extraordinary results Business owners can avoid failure and thrive with competent marketing leadership One strategy increases sales income and profits 60 percent Readers also learn how software can help owners manage better A

private web link give readers access to useful aids within the proprietary Management Helper which can be copied to a PC desktop

*The CIO's Guide to Oracle Products and Solutions* Jessica Keyes, 2014-09-02 From operating systems to the cloud Oracle's products and services are everywhere and it has the market share to prove it Given the sheer diversity of the Oracle product line and the level of complexity of integration management can be quite a daunting task The CIO's Guide to Oracle Products and Solutions is the go to guide for all things Oracle It provides management level guidance on how to successfully navigate and manage the full range of Oracle products The book presents management best practices and user developer lessons learned in the use of Oracle products and services Supplying both conceptual and technical views the text focuses on what CIOs need to do to orient or reorient their organization toward the use of Oracle products and services It describes how to develop a strategic framework for the use of these products and services rather than the specific product or service itself This strategic framework will help you to prepare educate keep up with change mitigate risk and implement with the confidence needed to succeed Providing an overview of the suite of Oracle technologies and solutions the book covers the heart of the Oracle products set including Oracle analytics enterprise performance management Oracle cloud data management application development social business and fusion It examines compliance and security issues and includes metrics to help you evaluate potential solutions The book also provides readers with access to a set of helpful resources on the book's page at [www.crcpress.com](http://www.crcpress.com) including cloud procurement best practices cloud migration tips a sample project procurement plan template and various glossaries

*Vault Guide to the Top Tech Employers* Laurie Pasiuk, 2006 Provides business profiles hiring and workplace culture information at more than 40 top employers including such businesses as Microsoft

**Navigating the Modern CRM Landscape: A Practical Guide for IT Leaders and Sales Professionals**

**2025** Devanand Ramachandran, Dr Karan Singh, PREFACE In today's fast paced and ever evolving business environment Customer Relationship Management CRM systems have emerged as essential tools that empower organizations to enhance their customer interactions optimize business processes and drive growth The shift towards digital transformation has made CRM not just a tool but a strategic pillar that enables businesses to forge stronger more personalized connections with their customers As an IT leader or sales professional understanding the CRM landscape is crucial for maximizing its potential However navigating the complexities of CRM systems ranging from their implementation to integration with other enterprise applications can be overwhelming This book *Navigating the Modern CRM Landscape A Practical Guide for IT Leaders and Sales Professionals* is written with the intent to demystify these challenges and offer actionable insights to professionals in both IT and sales domains Through the chapters we explore CRM solutions evolution from traditional tools to the sophisticated AI powered systems of today This guide provides practical advice on selecting implementing and managing CRM systems that align with your organization's strategic goals Whether you are looking to enhance customer engagement improve operational efficiency or drive sales the insights shared here will equip you with the tools needed to succeed The

integration of technology with business processes is no longer an option but a necessity This book focuses on the dual perspective of IT leaders who must ensure the CRM systems are robust secure and scalable and sales professionals who aim to leverage CRM to enhance customer relationships and drive revenue By bridging these two vital roles we aim to provide a comprehensive roadmap for achieving CRM excellence As we journey through the modern CRM landscape this book will guide you through key concepts such as data management automation artificial intelligence and personalization all while maintaining a practical approach to real world applications With case studies expert opinions and step by step guidance Navigating the Modern CRM Landscape is not just a theoretical exploration but a hands on guide designed to address the challenges of today s IT and sales professionals I hope that this book serves as an essential resource to professionals looking to harness the full potential of CRM systems in a modern business world By providing the right insights strategies and practical solutions it is my belief that you the reader will be empowered to make informed decisions streamline processes and drive success in your organization Authors      **A Practical Guide to CRM** Janice Reynolds,2002-02-05 In today s global economy the customer has more and better choices than ever before bringing on one of the biggest challenges the business community faces today customer loyalty and retention To thrive in today s customer driven economy a company need

**Human-Computer Interaction - INTERACT 2009** Tom Gross,Jan Gulliksen,Paula Kotzé,Lars Oestreicher,Philippe Palanque,Raquel Oliveira Prates,Marco Winckler,2009-08-06 INTERACT 2009 was the 12th of a series of INTERACT international c ferences supported by the IFIP Technical Committee 13 on Human Computer Interaction This year INTERACT washeld in Uppsala Sweden organizedby the Swedish Interdisciplinary Interest Group for Human Computer Interaction STIMDI in cooperation with the Department of Information Technology at Uppsala University Like its predecessors INTERACT 2009 highlighted both to the academic and to the industrial world the importance of the human computer interaction HCI area and its most recent breakthroughs on current applications Both perienced HCI researchers and professionals as well as newcomers to the HCI eld interested in designing or evaluating interactive software developing new interaction technologies or investigating overarching theories of HCI found in INTERACT 2009 a great forum for communication with people of similar int ests to encourage collaboration and to learn INTERACT 2009 had Research and Practice as its special theme The r son we selected this theme is that the research within the eld has drifted away from the practicalapplicability of its results and that the HCI practice has come to disregard the knowledge and development within the academic community      The Official Siebel Sales Starter Kit Siebel Systems Inc,2000 One of the first enterprise applications aimed at a huge potential market of sales professionals Siebel automates such tasks as boosting close ratios and increasing value of transactions This handy guide is a completely full color illustrated reference to get readers up and running in a hurry CD contains a free full version copy of Siebel Software      **Computerworld** ,2005-10-24 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide

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