

## **TSECL R-APDRP SAP CRM**

**User Manual on SAP CRM- Change Process**

**August, 2013**

**Version 1.0**

# User Manual Sap Crm

**Vivek Kale**



## User Manual Sap Crm:

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**End-User Development** Volkmar Pipek,Mary-Beth Rosson,Volker Wulf,2009-02-27 Work practices and organizational processes vary widely and evolve constantly The

technological infrastructure has to follow allowing or even supporting these changes Traditional approaches to software engineering reach their limits whenever the full spectrum of user requirements cannot be anticipated or the frequency of changes makes software reengineering cycles too clumsy to address all the needs of a specific field of application Moreover the increasing importance of infrastructural aspects particularly the mutual dependencies between technologies usages and domain competencies calls for a differentiation of roles beyond the classical user designer dichotomy End user development EUD addresses these issues by offering lightweight use time support which allows users to configure adapt and evolve their software by themselves EUD is understood as a set of methods techniques and tools that allow users of software systems who are acting as non professional software developers to 1 create modify or extend a software artifact While programming activities by non professional actors are an essential focus EUD also investigates related activities such as collective understanding and sense making of use problems and solutions the interaction among end users with regard to the introduction and diffusion of new configurations or delegation patterns that may also partly involve professional designers

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further discusses dynamics in CRM in services business market human resource and rural market It also discusses the technology aspects of CRM like data mining technological tools and most importantly social CRM The book can serve as a guide for deploying CRM in an organization stating the critical success factors KEY FEATURES Basic concepts of CRM and environmental changes that lead to CRM adoption Technological advancements that have served as catalyst for managing relationships Customer strategy as a necessary and important element for managing every successful organization CRM is not about developing a friendly relationship with the customers but involves developing strategies for retention and using them for achieving very high levels of customer satisfaction The concept of customer loyalty management as an important business strategy The role of CRM in business market The importance of people factor for the organization from the customer s perspective Central role of customer related databases to successfully deliver CRM objectives Data people infrastructure and budget are the four main areas that support the desired CRM strategy

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