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Who this book is for: This book is for professionals in high-level job roles that heavily rely on Salesforce proficiency. It's primarily written for B2C commerce architects, application architects, integration architects, as well as system architects, enterprise architects, Salesforce architects, and CTO teams looking to benefit from a deeper understanding of this platform.

Before you get started you'll need a solid understanding of data integration, APIs, and connected systems, along with knowledge of the fundamentals of business-to-consumer (B2C) customer experiences.

[Customer Analytics For Dummies](#) Jeff Sauro, 2015-02-02

The easy way to grasp customer analytics. Ensuring your customers are having positive experiences with your company at all levels, including initial brand awareness and loyalty, is crucial to the success of your business. Customer Analytics For Dummies shows you how to measure each stage of the customer journey and use the right analytics to understand customer behavior and make key business decisions. Customer Analytics For Dummies gets you up to speed on what you should be testing. You'll also find current information on how to leverage A/B testing, social media's role in the post-purchasing analytics usability metrics, prediction, and statistics, and much more to effectively manage the customer experience. Written by a highly visible expert in the area of customer analytics, this guide will have you up and running on putting customer analytics into practice at your own business in no time. Shows you what to measure, how to measure, and ways to interpret the data. Provides real-world customer analytics examples from companies such as Wikipedia, PayPal, and Walmart. Explains how to use customer analytics to make smarter business decisions that generate more loyal customers. Offers easy-to-digest information on understanding each stage of the customer journey. Whether you're part of a Customer Engagement team or a product marketing or design professional looking to get a leg up, Customer Analytics For Dummies has you covered.

[Web Design All-in-One For Dummies®](#) Sue Jenkins, 2009-04-20

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