



DocuSign for Salesforce User Guide

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DocuSign For Salesforce User Guide

Kathy Baxter, Catherine Courage



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quotesCreate custom CPQ actions and use custom filters for automating business needsDiscover how to configure products and product rulesUnderstand the CPQ pricing structure and methods rules multidimensional quoting and quote automationExplore the CPQ data model and use the Salesforce Schema Builder to view and configure object relationshipsConfigure contracts amendments and renewals in SalesforceFocus on CPQ billing and its advantagesGain comprehensive insights into Industries CPQWho this book is for This book is for Salesforce administrators business analysts functional consultants sales managers Salesforce architects and those looking to gain Salesforce CPQ certification Working knowledge of the Salesforce ecosystem is recommended to get the most out of this book **Understanding Your Users**

Kathy Baxter,Catherine Courage,Kelly Caine,2015-05-20 This new and completely updated edition is a comprehensive easy to read how to guide on user research methods You ll learn about many distinct user research methods and also pre and post method considerations such as recruiting facilitating activities or moderating negotiating with product developments teams customers and getting your results incorporated into the product For each method you ll understand how to prepare for and conduct the activity as well as analyze and present the data all in a practical and hands on way Each method presented provides different information about the users and their requirements e g functional requirements information architecture The techniques can be used together to form a complete picture of the users needs or they can be used separately throughout the product development lifecycle to address specific product questions These techniques have helped product teams understand the value of user experience research by providing insight into how users behave and what they need to be successful You will find brand new case studies from leaders in industry and academia that demonstrate each method in action This book has something to offer whether you are new to user experience or a seasoned UX professional After reading this book you ll be able to choose the right user research method for your research question and conduct a user research study Then you will be able to apply your findings to your own products Completely new and revised edition includes 30 % new content Discover the foundation you need to prepare for any user research activity and ensure that the results are incorporated into your products Includes all new case studies for each method from leaders in industry and academia

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Understanding Your Users Kathy Baxter,Catherine Courage,2005-01-19 Today many companies are employing a user centered design UCD process but for most companies usability begins and ends with the usability test Although usability testing is a critical part of an effective user centered life cycle it is only one component of the UCD process This book is focused on the requirements gathering stage which often receives less attention than usability testing but is equally as important Understanding user requirements is critical to the development of a successful product Understanding Your Users is an easy to read easy to implement how to guide on usability in the real world It focuses on the user requirements gathering stage of product development and it provides a variety of techniques many of which may be new to usability professionals For each technique readers will learn how to prepare for and conduct the activity as well as analyze and present the data all in a practical and hands on way In addition each method presented provides different information about the user and their requirements e g functional requirements information architecture task flows The techniques can be used together to form a complete picture of the users requirements or they can be used separately to address specific product questions These techniques have helped product teams understand the value of user requirements gathering by providing insight into how

users work and what they need to be successful at their tasks Case studies from industry leading companies demonstrate each method in action In addition readers are provided with the foundation to conduct any usability activity e g getting buy in from management legal and ethical considerations setting up your facilities recruiting moderating activities and to ensure the incorporation of the results into their products Covers all of the significant requirements gathering methods in a readable practical way Presents the foundation readers need to prepare for any requirements gathering activity and ensure that the results are incorporated into their products Includes invaluable worksheet and template appendices Includes a case study for each method from industry leaders Written by experienced authors who teach conference courses on this subject to usability professionals and new product designers alike

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