

# Customer Database Pro

**Bryan P. Cafferky**

**Database Pro** Kalman Toth, 2013-02-09 Learn practical SQL Server 2012 database design. Relational database design teach-by-practical-diagrams-&-examples book for developers, programmers, systems analysts and project managers who are new to relational database and client/server technologies. Also for database developers, database designers and database administrators (DBA), who know some database design, and who wish to refresh & expand their RDBMS design technology horizons. Familiarity with at least one computer programming language, Windows file system & Excel is assumed. Since the book is career advancement oriented, it has a great number of 3NF database design examples with metadata explanations along with practical SQL queries (over 400 SELECT queries) and T-SQL scripts, plenty to learn indeed. Great emphasis is placed on explaining the FOREIGN KEY - PRIMARY KEY constraints among tables, the connections which make the collection of individual tables a database. The database diagrams and queries are based on historic and current SQL Server sample databases: pubs (PRIMARY KEYS 9, FOREIGN KEYS 10) , Northwind (PRIMARY KEYS 13, FOREIGN KEYS 13) and the latest AdventureWorks series. Among them: AdventureWorks, AdventureWorks2008, AdventureWorks2012 (PRIMARY KEYS 71, FOREIGN KEYS 90), & AdventureWorksDW2012 (PRIMARY KEYS 27, FOREIGN KEYS 44). The last one is a data warehouse database which is the basis for multi-dimensional OLAP cubes. The book teaches through vivid database diagrams and T-SQL queries how to think in terms of sets at a very high level, focusing on set-based operations instead of loops like in procedural programming languages. The best way to master relational database design & T-SQL programming is to type the query in your own SQL Server Management Studio Query Editor, test it, examine it, change it and study it. Wouldn't it be easier just to copy & paste it? It would, but the learning value would diminish rapidly. You need to feel relational database design and the SQL language in your DNA. SQL queries, CREATE TABLEs must pour out from your fingers into the keyboard. Why is knowing SQL queries by heart so important? After all everything can be found on the web so why not just copy & paste? Well not exactly. If you want to be an database designer expert, it has to be in your head not on the web. Second, when your supervisor is looking over your shoulder, Chuck, can you create a new table for our electric pumps inventory?, you have to be able to type the CREATE TABLE query without documentation or SQL forum search and explain how it will work to your superior promptly. The book was designed to be readable in any environment, even on the beach laptop around or no laptop in sight at all. All queries are followed by results row count and /or full/partial results listing in tabular (grid) format. Screenshots are used when dealing with GUI tools such as SQL Server Management Studio. Mastery of the relational database design book likely to be sufficient for career advancement as a database designer and database developer.

The Complete Database Marketer: Second Generation Strategies and Techniques for Tapping the Power of Your Customer Database Arthur Hughes, 1995-09-01 Presents information on database marketing and includes topics such as media selection for database marketing; the PC server and the mainframe; hardware and software for database marketing; selling the database to top management; and measured marketing in retail chains.

*The Complete Database Marketer* Arthur Middleton Hughes,

**Customer Relationship Management** V. Kumar, Werner Reinartz, 2006 Customer relationship management (CRM) offers the potential of maximised profits for today's highly competitive businesses. This title describes the methods and structures for integrating CRM principles into the workplace, so that a strong customer relationship can be achieved.

**FileMaker Pro 7 Bible** Steven A. Schwartz, Dennis R. Cohen, 2004-09-27 Updated to cover the latest program version, this comprehensive guide helps users make the most of FileMaker Pro, the sophisticated workgroup database application with nine million registered users. Offers complete step-by-step guidance on FileMaker Pro features and tasks, covering both the Mac and Windows versions. Features expanded coverage of ODBC,

JDBC, and XML connectivity and includes a new chapter on the developer tools used to create more complex databases. Other topics covered include calculations and computations, data exchange, creating and using templates, linking databases, using FileMaker in workgroups, Web publishing, plug-ins, and advanced database connectivity.

**FileMaker Pro 8.5 Bible** Dennis R. Cohen, Steven A. Schwartz, 2007-03-31 FileMaker Pro 8.5 Bible provides step-by-step procedures for using virtually all FileMaker Pro features and performing all tasks. This best-selling volume has been updated to reflect Version 8.5, the latest version of FileMaker Pro workgroup database. Applicable to both the Mac and Windows versions of FileMaker Pro, this Bible shows readers how to create and work with databases and includes detailed ScriptMaker (scripting) explanations for automating FileMaker. Other topics covered include calculations and computations; data exchange; creating and using templates; linking databases; using FileMaker in workgroups; Web publishing; plug-ins; and advanced database connectivity.

**Accelerating Customer Relationships** Ronald S. Swift, 2001 Preface Corporations that achieve high customer retention and high customer profitability aim for: The right product (or service), to the right customer, at the right price, at the right time, through the right channel, to satisfy the customer's need or desire. Information Technology—in the form of sophisticated databases fed by electronic commerce, point-of-sale devices, ATMs, and other customer touch points—is changing the roles of marketing and managing customers. Information and knowledge bases abound and are being leveraged to drive new profitability and manage changing relationships with customers. The creation of knowledge bases, sometimes called data warehouses or Info-Structures, provides profitable opportunities for business managers to define and analyze their customers' behavior to develop and better manage short- and long-term relationships. Relationship Technology will become the new norm for the use of information and customer knowledge bases to forge more meaningful relationships. This will be accomplished through advanced technology, processes centered on the customers and channels, as well as methodologies and software combined to affect the behaviors of organizations (internally) and their customers/channels (externally). We are quickly moving from Information Technology to Relationship Technology. The positive effect will be astounding and highly profitable for those that also foster CRM. At the turn of the century, merchants and bankers knew their customers; they lived in the same neighborhoods and understood the individual shopping and banking needs of each of their customers. They practiced the purest form of Customer Relationship Management (CRM). With mass merchandising and franchising, customer relationships became distant. As the new millennium begins, companies are beginning to leverage IT to return to the CRM principles of the neighborhood store and bank. The customer should be the primary focus for most organizations. Yet customer information in a form suitable for marketing or management purposes either is not available, or becomes available long after a market opportunity passes, therefore CRM opportunities are lost. Understanding customers today is accomplished by maintaining and acting on historical and very detailed data, obtained from numerous computing and point-of-contact devices. The data is merged, enriched, and transformed into meaningful information in a specialized database. In a world of powerful computers, personal software applications, and easy-to-use analytical end-user software tools, managers have the power to segment and directly address marketing opportunities through well managed processes and marketing strategies. This book is written for business executives and managers interested in gaining advantage by using advanced customer information and marketing process techniques. Managers charged with managing and enhancing relationships with their customers will find this book a profitable guide for many years. Many of today's managers are also charged with cutting the cost of sales to increase profitability. All managers need to identify and focus on those customers who are the most profitable, while, possibly, withdrawing from supporting customers who are unprofitable. The goal of this book is to help you: identify actions to categorize and address your customers much more effectively through the use of information and technology, define the benefits of knowing customers more intimately, and show

how you can use information to increase turnover/revenues, satisfaction, and profitability. The level of detailed information that companies can build about a single customer now enables them to market through knowledge-based relationships. By defining processes and providing activities, this book will accelerate your CRM learning curve, and provide an effective framework that will enable your organization to tap into the best practices and experiences of CRM-driven companies (in Chapter 14). In Chapter 6, you will have the opportunity to learn how to (in less than 100 days) start or advance, your customer database or data warehouse environment. This book also provides a wider managerial perspective on the implications of obtaining better information about the whole business. The customer-centric knowledge-based info-structure changes the way that companies do business, and it is likely to alter the structure of the organization, the way it is staffed, and, even, how its management and employees behave. Organizational changes affect the way the marketing department works and the way that it is perceived within the organization. Effective communications with prospects, customers, alliance partners, competitors, the media, and through individualized feedback mechanisms creates a whole new image for marketing and new opportunities for marketing successes. Chapter 14 provides examples of companies that have transformed their marketing principles into CRM practices and are engaging more and more customers in long-term satisfaction and higher per-customer profitability. In the title of this book and throughout its pages I have used the phrase Relationship Technologies to describe the increasingly sophisticated data warehousing and business intelligence technologies that are helping companies create lasting customer relationships, therefore improving business performance. I want to acknowledge that this phrase was created and protected by NCR Corporation and I use this trademark throughout this book with the company's permission. Special thanks and credit for developing the Relationship Technologies concept goes to Dr. Stephen Emmott of NCR's acclaimed Knowledge Lab in London. As time marches on, there is an ever-increasing velocity with which we communicate, interact, position, and involve our selves and our customers in relationships. To increase your Return on Investment (ROI), the right information and relationship technologies are critical for effective Customer Relationship Management. It is now possible to: know who your customers are and who your best customers are stimulate what they buy or know what they won't buy time when and how they buy learn customers' preferences and make them loyal customers define characteristics that make up a great/profitable customer model channels are best to address a customer's needs predict what they may or will buy in the future keep your best customers for many years This book features many companies using CRM, decision-support, marketing databases, and data-warehousing techniques to achieve a positive ROI, using customer-centric knowledge-bases. Success begins with understanding the scope and processes involved in true CRM and then initiating appropriate actions to create and move forward into the future. Walking the talk differentiates the perennial ongoing winners. Reinvestment in success generates growth and opportunity. Success is in our ability to learn from the past, adopt new ideas and actions in the present, and to challenge the future. Respectfully, Ronald S. Swift Dallas, Texas June 2000

*Customer Data Integration* Jill Dyché, Evan Levy, 2006-08-04 Customers are the heart of any business. But we can't succeed if we develop only one talk addressed to the 'average customer.' Instead we must know each customer and build our individual engagements with that knowledge. If Customer Relationship Management (CRM) is going to work, it calls for skills in Customer Data Integration (CDI). This is the best book that I have seen on the subject. Jill Dyché is to be complimented for her thoroughness in interviewing executives and presenting CDI. -Philip Kotler, S. C. Johnson Distinguished Professor of International Marketing Kellogg School of Management, Northwestern University In this world of killer competition, hanging on to existing customers is critical to survival. Jill Dyché's new book makes that job a lot easier than it has been. -Jack Trout, author, *Differentiate or Die* Jill and Evan have not only written the definitive work on Customer Data Integration, they've made the business case for it. This book offers sound advice to business people in search of innovative ways to bring data together about customers-their most important asset-

while at the same time giving IT some practical tips for implementing CDI and MDM the right way. -Wayne Eckerson, The Data Warehousing Institute author of Performance Dashboards: Measuring, Monitoring, and Managing Your Business Whatever business you're in, you're ultimately in the customer business. No matter what your product, customers pay the bills. But the strategic importance of customer relationships hasn't brought companies much closer to a single, authoritative view of their customers. Written from both business and technical perspectives, Customer Data Integration shows companies how to deliver an accurate, holistic, and long-term understanding of their customers through CDI.

**FileMaker Pro 8 Bible** Dennis R. Cohen, Steven A. Schwartz, 2006-02-02 Track information crucial to your business with the new FileMaker Pro 8 database software and the latest edition of this comprehensive guide. From capturing customer data, automating employee records, or linking databases, to tracking your own investments or home inventory, find out how to set up the FileMaker Pro database you need to classify important information and improve productivity. This valuable reference provides clear step-by-step explanations and examples for beginners as well as experienced database users, for both Windows and Macintosh. Inside, you'll find complete coverage of FileMaker Pro 8 \* Get the Big Picture on FileMaker Pro for business and home \* Understand basic operations for both Windows(r) and Macintosh(r) platforms \* Define fields, set up scripts, and create new databases \* Master standard forms, columnar lists, and other layouts \* Create, enter, edit, and sort records \* Generate summary statistics across records \* Learn how to use ScriptMaker to automate FileMaker \* Exchange data between programs such as Microsoft(r) Excel(r) \* Publish or share data on the Web or company intranet \* Import and export XML Bonus CD-ROM includes \* Trial version of FileMaker Pro 8 for Windows and Mac \* Templates \* Plug-in tools

Microsoft Access Small Business Solutions Teresa Hennig, Truitt L. Bradley, Larry Linson, Leigh Purvis, Brent Spaulding, 2010-02-18 Database models developed by a team of leading Microsoft Access MVPs that provide ready-to-use solutions for sales, marketing, customer management and other key business activities for most small businesses. As the most popular relational database in the world, Microsoft Access is widely used by small business owners. This book responds to the growing need for resources that help business managers and end users design and build effective Access database solutions for specific business functions. Coverage includes: Elements of a Microsoft Access Database Relational Data Model Dealing with Customers and Customer Data Customer Relationship Management Database Solutions Marketing Database Solutions Sales Database Solutions Producing and Tracking the Goods & Services Production and Manufacturing Database Solutions Inventory Management Database Solutions Services Database Solutions Tracking and Analyzing Financial Data 1 Accounting Systems: Requirements and Design Database Solutions Accounting: Budgeting, Analysis, and Reporting Database Solutions Managing Memberships Implementing the Models SQL Server and Other External Data Sources With this valuable guide and CD-ROM, you'll be on your way to implementing database solutions in no time

Superb Tips and Tricks for Managing Your Customer Information Debbie Mayo-Smith, 2004-03-02 Businesses regularly lose valuable information about their customers because they don't have, or don't make the most of their customer database. Superb Tips and Tricks for Managing Your Customer Information will help you mine your customer database to extract the information you need to release hidden profits. This book will be worth its weight in gold to your business! If you already have a database, this book will show you how to clean, consolidate, manipulate and streamline your customer information so you can use it for what really matters to your business - growing sales! Packed with real-world examples and simple-to-follow screen shots, Superb Tips and Tricks for Managing Your Customer Information gives you the tools you need to: ? Plan and develop your customer database requirements; ? Make better use of everyday database and email software; ? Get the information you want out of your database; ? Develop profitable marketing, business development and customer service campaigns. Superb Tips and Tricks for Managing Your Customer Information will be one of the most valuable purchases you ever make for your business!

Microsoft CRM For Dummies Joel Scott, Michael DeLisa, 2004-11-11 The ideal introductory guide to Microsoft's much anticipated entry into the Customer Relationship Management (CRM) software marketplace. Discusses the key features of Microsoft's CRM software, including tools to help businesses sell more effectively, manage all customer communications in one place, track and convert leads, make informed decisions faster, and provide consistent service. Provides expert tips and tricks to make the software work more effectively. Explains how to achieve increased customer satisfaction, customer loyalty, and more profitable customer relationships. Author is considered one of a handful of global experts on CRM for small- and medium-sized businesses.

**CRM in Real Time** Barton J. Goldenberg, 2008 This comprehensive guide to Customer Relationship Management (CRM) draws on Barton Goldenberg's 20 plus years of experience guiding firms to a successful implementation of CRM solutions and techniques. Goldenberg demonstrates how the right mix of people, process, and technology can help firms achieve a superior level of customer satisfaction, loyalty, and new business. Beginning with a primer for executives who need to get quickly up-to-speed on CRM, the book covers a full range of critical issues including integration challenges and security concerns, and illuminates CRM's key role in the 24/7/365 real-time business revolution. CRM in Real Time is an essential guide for any organization seeking to maximize customer relationships, coordinate customer-facing functions, and leverage the power of the Internet as business goes real time.

**Pro PowerShell for Database Developers** Bryan P. Cafferky, 2015-10-17 Pro PowerShell for Database Developers helps you master PowerShell application development by continuing where other books leave off. There are no Hello World functions here, just real-world examples that get down to business. Develop and deploy database and ETL applications in a reusable framework. Read from any data source and write to any destination. Integrate PowerShell with SQL Server. Pro PowerShell for Database Developers shows how to dive into the PowerShell environment and customize it to your needs. Learn about CmdletBinding and its use in extending functions with powerful new features. Also learn to package functions into libraries called modules that are loaded automatically on demand. PowerShell is about automation and getting work done when you're not around to perform it. To that end you'll see how to schedule PowerShell applications using SQL Agent and the scheduled job cmdlets. And for when you are around to run automated processes in person, you'll learn to add a Windows GUI to your applications to give them that professional polish. Other exciting topics include: Creating objects with custom methods and properties and extending them with PowerShell-style inheritance. Implementing function polymorphism using parameter sets. Using PowerShell as an ETL tool surpassing even SSIS. Creating distributed, interruptible, and multithreaded programs using PowerShell's workflow engine and the .Net Windows Workflow Foundation. All these topics are explained using real-world examples encapsulated into modules you can immediately put to use in your organization. You'll reap even more as you come to grips with all that PowerShell can do. Begin the journey toward deep expertise and amazing productivity. Buy and read Pro PowerShell for Database Developers today.

*Customer Relationship Management* Judith W. Kincaid, 2003 An ETHS graduate of 1962 provides a blueprint for customer relationship management in business and technical organizations.

**Building the Customer-Centric Enterprise** Claudia Imhoff, Lisa Loftis, Jonathan G. Geiger, 2001 Strategies for leveraging information technologies to improve customer relationships. With E-business comes the opportunity for companies to really get to know their customers--who they are and their buying patterns. Business managers need an integrated strategy that supports customers from the moment they enter the front door--or Web site--right through to fulfillment, support, and promotion of new products and services. Along the way, IT managers need an integrated set of technologies--from Web sites to databases and data mining tools--to make all of this work. This book shows both IT and business managers how to

match business strategies to the technologies needed to make them work. Claudia Imhoff helped pioneer this set of technologies, called the Corporate Information Factory (CIF). She and her coauthors take readers step-by-step through the process of using the CIF for creating a customer-focused enterprise in which the end results are increased market share and improved customer satisfaction and retention. They show how the CIF can be used to ensure accuracy, identify customer needs, tailor promotions, and more.

**Customer Relationship Management** Francis Buttle, 2004 Customer Relationship Management: Concepts and Tools is a breakthrough book that makes transparent the complexities of customer relationship management. The book views customer relationship management as the core business strategy that integrates internal processes and functions, and external networks, to create and deliver value to targeted customers at a profit. Customer relationship management is grounded on high quality customer data and enabled by information technology. The book is a comprehensive and fully developed textbook on customer relationship management. Although, it shows the roles of customer data and information technology in enabling customer relationship management implementation, it does not accept that customer relationship management is just about IT. Rather it is about an IT- and data-enabled approach to customer acquisition, customer retention and customer development. Because customer relationship management is a core business strategy the book demonstrates how it has influence across the entire business, in areas such as strategic, marketing, operations, human resource, and IT management. Customer relationship management's influence also extends beyond the company to touch on partner and supplier relationships. An Instructor's PowerPoint pack is available to lecturers who adopt the book. Accredited lecturers can download this by going to <http://books.elsevier.com/manuals/isbn=075065502X> to request access. \* Integrative structure organized around the author's 'CRM Value Chain' model. \* Theoretically sound and managerially relevant - a useful text from both student and practitioner's perspectives. \* Standardized chapter contents and features for ease of navigation.

**CRM For Dummies** Lars Helgeson, 2017-07-05 Save time, save money, and grow your business with more effective CRM CRM For Dummies is the small business leader's guide to managing customer interactions. Customer relationship management is a critical part of any business, and it encompasses everything from business strategy and HR to sales, marketing, events, and more. Solutions exist for businesses of any size, but how do you know which one is right for you? What features do you need? Do you have the people and processes in place to get the most out of whichever one you choose? This book is designed to help business leaders better understand effective CRM and identify the right solution for their business—but it's about much more than software; effective CRM requires appropriate team structures, intradepartmental collaboration, and process efficiency. Packed with tactics and strategies that will save your company thousands of dollars and man-hours, these chapters answer the most pressing questions that will make the biggest impact on your sales. Building relationships with current and future customers is the critical point of business. This book helps you bring sales, marketing, and operations together to work toward that common goal, and shows you the tools and techniques that make your efforts more effective. Define your market segments, buyer personas, and voice Build an effective internal structure, and choose the right CRM solution Optimize leads and conduct effective email marketing Streamline processes, automate where possible, and employ analytics Your customers are the lifeblood of your company; you need to reach them, engage them, and retain them—without wasting precious time or money. CRM For Dummies gets you up to speed on the latest, most effective CRM tools and techniques to help your business succeed.

*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.

Pro SQL Server Relational Database Design and Implementation Louis Davidson, Jessica Moss, 2016-12-29 Learn effective and scalable database

design techniques in a SQL Server 2016 and higher environment. This book is revised to cover in-memory online transaction processing, temporal data storage, row-level security, durability enhancements, and other design-related features that are new or changed in SQL Server 2016. Designing an effective and scalable database using SQL Server is a task requiring skills that have been around for forty years coupled with technology that is constantly changing. Pro SQL Server Relational Database Design and Implementation covers everything from design logic that business users will understand, all the way to the physical implementation of design in a SQL Server database. Grounded in best practices and a solid understanding of the underlying theory, Louis Davidson shows how to get it right in SQL Server database design and lay a solid groundwork for the future use of valuable business data. The pace of change in relational database management systems has been tremendous these past few years. Whereas in the past it was enough to think about optimizing data residing on spinning hard drives, today one also must consider solid-state storage as well as data that are constantly held in memory and never written to disk at all except as a backup. Furthermore, there is a trend toward hybrid cloud and on-premise database configurations as well a move toward preconfigured appliances. Pro SQL Server Relational Database Design and Implementation guides in the understanding of these massive changes and in their application toward sound database design. Gives a solid foundation in best practices and relational theory Covers the latest implementation features in SQL Server 2016 Helps you master in-memory OLTP and use it effectively Takes you from conceptual design to an effective, physical implementation What You Will Learn Develop conceptual models of client data using interviews and client documentation Recognize and apply common database design patterns Normalize data models to enhance scalability and the long term use of valuable data Translate conceptual models into high-performing SQL Server databases Secure and protect data integrity as part of meeting regulatory requirements Create effective indexing to speed query performance Who This Book Is For Programmers and database administrators of all types who want to use SQL Server to store data. The book is especially useful to those wanting to learn the very latest design features in SQL Server 2016, features that include an improved approach to in-memory OLTP, durability enhancements, temporal data support, and more. Chapters on fundamental concepts, the language of database modeling, SQL implementation, and of course, the normalization process, lay a solid groundwork for readers who are just entering the field of database design. More advanced chapters serve the seasoned veteran by tackling the very latest in physical implementation features that SQL Server has to offer. The book has been carefully revised to cover all the design-related features that are new in SQL Server 2016.

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