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SAP Customer Relationship Management (which we'll refer to through-out the book as SAP CRM) is a software solution delivered by SAP to aid businesses in their management of relationships between the company, their current customers, and their potential customers. A successful SAP CRM implementation provides tools that allow the business to manage

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For instance it explains why SAP CRM is a separate system and not an addon to SAP ERP and it explains the pillars of the SAP CRM system: Business Partners, Products, One Order (Business Transactions), etc. I would go as far as stating that these first 2 chapters are a mandatory read for every developer that has to work on a SAP CRM system.

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He has worked with the SAP CRM solution as a developer providing enhancements to the standard platform for SAP customers since 2001 in both consulting and application support roles. During this time frame, he has gradually become a functional/technical resource on SAP CRM and will claim that he only codes when necessary or is just in the mood.

Stephen Johannes in portrait - SAP CRM:

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