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GBU customer segmentation Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

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Functionality in Salesforce.com allowing you to link an account to your GBU. By doing so, you can easily find active accounts for your GBU through specific views and report on them

Synonym(s)

customer segmentation

Label(s)

- [account](#)
- [Salesforce.com](#)
- [Account](#)

GBU restricted Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Type of visibility: your record (visit report, account plan, product sensible information...) will be restricted to CRM users of selected GBUs

Label(s)

- [Salesforce.com](#)
- [visibility](#)

Good issue date Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

[Link](#) [Link](#)

Date on which the goods are issued

Label(s)

- [Complaint_Management](#)