

Microsoft Solution Selling Process Develop Sales Stage

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Microsoft Solution Selling Process Develop

Microsoft's Viva Sales aims to eliminate CRM data siloes for salespeople. The companion app integrates with Microsoft solutions and will support third-party CRM suites.

Microsoft's Viva Sales Opens Up CRM Prospects By Easing Sales Woes

Given the unresolved bias and privacy risks in facial-recognition technology, Microsoft's decision to stop selling its Azure ... are different than end-to-end solutions and dedicated products ...

AI Weekly: Microsoft's new moves in responsible AI

If you're a recent graduate, you may not have the work experience that employers are looking for. So, it's vital to find another way to stand out from the pool of candidates applying for the position ...

Top 7 Online Certifications for Recent Graduates

As organizations struggle to retain employees during the Great Resignation, employee experience—especially with meetings and collaboration in a hybrid workforce—can make all the difference.

How Effective Meetings & Collaboration Can Help You Retain Employees

JourneyTEAM is excited to kick off its first Dynamics 365 Sales Sherpa program on August 15th, 2022. JourneyTEAM has offered other Sherpa programs in the past but is thrilled to offer Dynamics 365 ...

JourneyTEAM Announces New Dynamics 365 Sales Sherpa Program

Qunifi Limited), a global leader in Microsoft integrations, is launching support for Operator Connect Accelerator, enabling service providers to rapidly deliver telecom services to Microsoft Team. The ...

Dstny's Carrier Automate platform enables Operator Connect Accelerator for Service Providers

Microsoft announced new customers can no longer use its features to read emotions and will have to apply for approval to use its other facial recognition tools.

A.I. that guesses your emotions could be misused and shouldn't be available to everyone, Microsoft decides

Maximize sales through your online store by streamlining the customer journey and optimizing your site's technical aspects.

Drive Online Sales With These 5 Search Optimizations

Small figurines are seen in front of displayed Microsoft logo in this illustration taken February 11, 2022. REUTERS/Dado Ruvic/Illustration ...

Microsoft stops selling emotion-reading tech, limits face recognition

Ranked Industry Analyst Patrick Moorhead talks about how Johnson Controls-Hitachi Air Conditioning partnered with Infosys to make complex selling easier with a product configurator.

Johnson Controls-Hitachi Air Conditioning- Making Complex Selling Easier With A Product Configurator

New features in Sales Cloud announced at Sales World Tour London yesterday are a response to the fast-changing nature of sales in a digitally connected world.

Salesforce adds new features to Sales Cloud to adapt to the changing nature of sales

Artificial intelligence (AI), for all of its futuristic elements, is not a new category - not by a long shot. The roots of the technology go all the way back to the late 1950s, when computers started ...

10 Smart Artificial Intelligence (AI) Stocks to Buy

Medius, a leading provider of AP Automation and wider spend management solutions, announces the appointment of two new Channel Leaders to its senior team. Tanya Wills joins as VP of Channel Sales and ...

Medius Builds Senior team with appointment of two Channel Leaders

Global "Software Test Automation Market" research report highlights an analysis of market dynamics like current ...

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