

## Creating a Deal in HubSpot



**Log into HubSpot account**

User accesses their HubSpot account

User moves to the Deals section

**Navigate to Sales > Deals**



**Click on Create deal**

User initiates the deal creation process

User inputs a clear title for the deal

**Enter Deal Name**



**Select Pipeline**

User chooses the appropriate sales pipeline

User selects the current stage of the deal

**Select Deal Stage**



**Enter Amount**

User estimates the deal's value

User sets the expected closing date

**Enter Close Date**



**Assign Deal Owner**

User assigns a salesperson to manage the deal

# Facebook Deal Tutorial

**Emilie Sanchez**



## **Facebook Deal Tutorial:**

**Social Media Marketing eLearning Kit For Dummies** Phyllis Khare, 2012-02-07 Publisher's Note The online training portion of this product is no longer available Valuable kit teaches social media marketing to learners of all levels If you want to master social media marketing this valuable eLearning kit is just the ticket This integrated course includes a full color printed book and a Dummies interactive eLearning course on CD You'll find a wealth of information and multiple ways to learn including practice labs videos animation numerous examples and a host of Dummies hints and tips that make everything easier Follow the material in order or jump in and out as you wish you can learn at your own pace Helps self motivated learners master social media marketing Includes an easy to follow full color book an interactive Dummies eLearning Course on CD that corresponds with the book Highlights material with integrated audio and video instruction on CD that helps you learn via animations screencasts and more Allows you to follow the material sequentially or choose separate sections at your own time and pace Offers chapter summaries practice exercises discussions of concepts and essential terms and much more Social media marketing is a big topic and essential to today's marketplace Get the skills and knowledge you need with Social Media Marketing eLearning Kit For Dummies CD ROM DVD and other supplementary materials are not included as part of the e book file but are available for download after purchase

**Sams Teach Yourself Foursquare in 10 Minutes** Tris Hussey, 2011-01-10 A clear super quick easy to understand guide for new Foursquare users Foursquare is a location based social network for mobile devices that incorporates gaming elements With more than 1 million users it is verging on breaking out into the mainstream This is the first book on Foursquare from a major publisher Foursquare currently has iPhone Android webOS Windows Phone 7 and BlackBerry applications Foursquare is a location based social network that incorporates gaming elements It is the most popular location based site of its kind and with more than 1 million users it is verging on mainstream adoption Sams Teach Yourself Foursquare in 10 Minutes offers straightforward practical answers for fast results By working through the 10 minute you will learn everything you need to know to quickly and easily master the popular location based social network Foursquare Step by step instructions walk you through the most common questions issues and tasks Did You Know tips offer insider advice and shortcuts Watch Out alerts help you avoid problems Sams Teach Yourself Foursquare in 10 Minutes will provide beginner and experienced users with fast at a glance tips pointing out helpful shortcuts and solutions cautions to help avoid common Foursquare pitfalls and is written in a clear easy to understand format Topics include What Foursquare is and how it is different from other social media sites How to create your account How to find friends and connect with people you already know How to earn points badges and mayorships How to use Foursquare on your mobile device How to have fun with Foursquare How businesses are using Foursquare How to maintain your privacy and safety

Differentiating Instruction Jacqueline S. Thousand, Richard A. Villa, Ann I. Nevin, 2014-11-14 The ultimate guide to leaving no child behind newly updated Now in its second edition this best

selling book is your one stop resource for differentiated instruction Whether you re new to the concept or just looking to improve your approach you ll find tools to meet the needs of all your students You ll discover how Universal Design for Learning UDL and retrofitting can help you adapt general education curriculum to diverse learning styles Features of the new edition include A chapter on collaborative planning and evaluation Updated lesson plans tied to the Common Core Greater emphasis on cultural proficiency ELLs and gifted students New technology references and resources A strengthened link to RTI

**Social Commerce Success: Launching a Profitable Short-Video Shop & Brand on Modern Platforms**  
Miles Jordan Brooks ,2025-07-03 Leverage Short Videos to Sell Build a Profitable Social Commerce Brand in 2025 Don t wait for customers to find your website bring the store to them Social Commerce Success gives you a step by step blueprint to launch a thriving short video storefront on platforms like TikTok Instagram and Facebook Combine modern content with direct shopping no ecommerce website needed What You ll Learn Inside Short Form Video That Converts Master the art of punchy shoppable videos designed to grab attention and trigger impulse buys no fluff just scroll stopping strategies Set Up a Shop In App Learn how to build seamless storefronts within TikTok Shop Instagram Facebook Live Pinterest and more letting people buy without ever leaving the app Grow with Influencers UGC Leverage creators and user generated content effectively turn your audience into your sales force Live Commerce Techniques Create urgency and drive real time purchases with effective livestream selling mirroring trends booming in APAC and now taking off globally Track Optimize for Real Impact Use data driven metrics to refine your videos ads and product funnels improve conversions with every upload Why You Should Buy This Book Stay Ahead of the Curve Social commerce is set to exceed 570 billion by 2025 and short form videos are the rocket fuel powering it Trained for Today s Platforms Unlike old school ecommerce guides this book aligns with TikTok Instagram Pinterest and Facebook s shop ecosystems today Tactics That Work From immersive short clips to one click shopping you ll learn what top brands like Sephora and Crocs are already using Structured for Action Each chapter ends with tangible steps and mini checklists to help you act fast and measure results What You ll Achieve Benefit Real Result You ll See Go Live in Weeks Launch your social storefront in days not months Drive Sales Inside Apps Capture buyer attention no website required Scale with Creator Power Grow using influencers and UGC that build trust Boost Conversions Live Turn viewers into customers with livestream urgency Improve with Real Data Optimize performance with measurable short video metrics Perfect For E commerce entrepreneurs targeting Gen Z Millennials Makers brands and small shops ready to sell in app Influencer marketers and creators monetizing their audiences Ready to build a social shop that sells with every swipe Click Add to Cart for Social Commerce Success your definitive guide to launching growing and profiting from short video retail on today s platforms

Electronic Commerce 2018 Efraim Turban,Jon Outland,David King,Jae Kyu Lee,Ting-Peng Liang,Deborrah C. Turban,2017-10-12 This new Edition of Electronic Commerce is a complete update of the leading graduate level advanced undergraduate level textbook on the subject Electronic commerce EC describes the manner

in which transactions take place over electronic networks mostly the Internet It is the process of electronically buying and selling goods services and information Certain EC applications such as buying and selling stocks and airline tickets online are reaching maturity some even exceeding non Internet trades However EC is not just about buying and selling it also is about electronically communicating collaborating and discovering information It is about e learning e government social networks and much more EC is having an impact on a significant portion of the world affecting businesses professions trade and of course people The most important developments in EC since 2014 are the continuous phenomenal growth of social networks especially Facebook LinkedIn and Instagram and the trend toward conducting EC with mobile devices Other major developments are the expansion of EC globally especially in China where you can find the world s largest EC company Much attention is lately being given to smart commerce and the use of AI based analytics and big data to enhance the field Finally some emerging EC business models are changing industries e g the shared economy models of Uber and Airbnb The 2018 9th edition brings forth the latest trends in e commerce including smart commerce social commerce social collaboration shared economy innovations and mobility

EASYUNI Ultimate University Guide 2013 easyuni sdn bhd,2013-12-26 With this Guide we ve stayed committed to our vision of improving the way students and parents choose universities and courses We have been doing this right from the beginning through our website [www.easyuni.com](http://www.easyuni.com) With a magazine like this we have broadened the horizons of our exposure to more readers be they students or parents who still nd accessing online information somewhat challenging For us higher education should be accessible to all Through this Guide we are able to disseminate information on the choices available to all our readers on everything they need to know in selecting a university of their choice to further enhance their education Similar to our online portal easyuni Ultimate University Guide 2013 Issue 2 has a lot to share Flip through the pages and you will be engrossed by the amount of details that we have gathered for you in just one issue tips advice interview with star students and more What s more we plan to publish this Guide on a quarterly basis and can t wait to give you more

**Social Commerce** Efraim Turban,Judy Strauss,Linda Lai,2015-11-17 This is a multidisciplinary textbook on social commerce by leading authors of e commerce and e marketing textbooks with contributions by several industry experts It is effectively the first true textbook on this topic and can be used in one of the following ways Textbook for a standalone elective course at the undergraduate or graduate levels including MBA and executive MBA programs Supplementary text in marketing management or Information Systems disciplines Training courses in industry Support resources for researchers and practitioners in the fields of marketing management and information management The book examines the latest trends in e commerce including social businesses social networking social collaboration innovations and mobility Individual chapters cover tools and platforms for social commerce supporting theories and concepts marketing communications customer engagement and metrics social shopping social customer service and CRM contents the social enterprise innovative applications strategy and performance management and implementing social

commerce systems Each chapter also includes a real world example as an opening case application cases and examples exhibits a chapter summary review questions and end of chapter exercises The book also includes a glossary and key terms as well as supplementary materials that include PowerPoint lecture notes an Instructor s Manual a test bank and five online tutorials *The Deal* ,2009 Using Online Dictionaries Carolin Müller-Spitzer,2014-08-22 Until now there has been very little research into the use of online dictionaries In contrast the market for online dictionaries is increasing both for academic lexicography and for commercial lexicography with sales figures for printed reference works in continual decline This has led to a demand for reliable empirical information on how online dictionaries are actually being used and how they could be made more user friendly The volume *Using Online Dictionaries* makes a substantial contribution to closing this research gap It is divided into four parts The first part contains articles on fundamental issues a research review of the empirical studies on digital dictionaries which have already been carried out and a brief methodological guideline for lexicographical researchers who are interested in conducting their own empirical research The second part contains the results of two studies that focus on general questions about the use of online dictionaries It presents empirical data on contexts of dictionary use on expectations and demands regarding online dictionaries Furthermore innovative features such as the use of multimedia elements or the option of a user adaptive interface and questions of design were assessed empirically The third part of this volume comprises more specific studies of online dictionaries an eye tracking study evaluating the new web design of the dictionary portal OWID and a log file study which tries to get to the bottom of the following question Do dictionary users look up frequent words or put differently is there a connection between how often a word is looked up and how often it appears in a corpus In the last chapter of this thematic section the question of how users judge the combination of a written paraphrase and an additional illustration in illustrated online dictionaries is addressed The last part focuses on the use of monolingual dictionaries in particular the German online dictionary *lexiko* In this context two online questionnaire based studies were carried out The empirical studies were conducted in the form of online surveys combining questionnaires and experimental elements and in the form of laboratory studies using eye tracking technology as well as using observational methods such as log file analyses Regarding the comprehensive research framework this volume can be relevant to lexicographers metalexicographers and linguists who are interested in the use of online dictionaries and in the development and exploration of lexicographical data for the internet as well as linguists interested in empirical methods It addresses a broad expert audience by presenting an academic subject which is currently the focus of much discussion

*Facebook All-in-One For Dummies* Melanie Nelson,Daniel Herndon,2012-06-12 The most comprehensive guide to using Facebook Whether you re new to Facebook a developer exploring apps or a marketer interested in using Facebook for social media campaigns this book has content you can use Seven minibooks thoroughly cover the essentials from how to get started with Facebook to Facebook etiquette to the best pages apps and games You ll find handy information on how or when to

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**Australia's Hottest One Hundred Surfing Legends** Phil Jarratt, 2012-02-01 Perpetually broke he would eat a spider for a beer or drink mud from a puddle for a bite of a pie The history of Australian surfing has been full of pioneers outlaws hooligans and mavericks This lavishly illustrated book with profiles of 100 legends of Australian surfing from ancient history pre 1950s to the current day is the perfect gift for any surfer or surf aficionado Featuring many rare and archival images along with hundreds of gorgeous contemporary surf shots Australia's Hottest 100 Surfing Legends is a feast for the eyes Packed with behind the scenes anecdotes from insider author Phil Jarratt this is a riveting account of the pioneers behind Australian surfing's past and the mavericks who are now moulding its future **The Times Index**, 2013-04 Indexes the Times Sunday times and magazine Times literary supplement Times educational supplement Time educational supplement Scotland and the Times higher education supplement *How the World Sees You* Sally Hogshead, 2014-07-01 This lively New York Times bestselling book is worth the time of anyone trying to set him or herself apart in an ever more competitive job market Publishers Weekly You already know how you see the world But do you know how the world sees you How is your personality most likely to impress and influence the person sitting on the other side of the desk or boardroom Once you know what makes you valuable to others you're more authentic and confident and more able to make a positive impression It all begins with understanding how the world sees you at your best *How the World Sees You* gives you the step by step method to describe yourself in just two or three words This short phrase is your Anthem the tagline for your personality Your Anthem guides you like a mission statement helping you to build your team write a LinkedIn profile or captivate an audience This book includes a private code to unlock one free Fascination Advantage Personality Test Your customized online report based on Sally Hogshead's extensive research on what fascinates listeners will reveal how you fascinate others including Your top two Fascination Advantages in communication The personality Archetypes you need on your team to optimize your success The five words to describe your personality's highest value To become more successful you do not have to change who you are you have to become more of who you are *How the World Sees You* reveals who you are at your best so you can create better relationships grow your business and become intensely valuable to those who matter most **Rookie Smarts** **(Enhanced Edition)** Liz Wiseman, 2014-10-14 Is it possible to be at your best even when you are underqualified or doing something for the first time Is it still possible even after decades of experience to recapture the enthusiasm curiosity and fearlessness of youth to take on new challenges With the right mindset with **Rookie Smarts** you can This enhanced ebook features videos of the author In a rapidly changing world experience can be a curse Careers stall innovation stops and strategies grow stale Being new na ve and even clueless can be an asset For today's knowledge workers constant learning is more valuable than mastery In this essential guide leadership expert Liz Wiseman explains how to reclaim and cultivate the curious flexible youthful mindset called **Rookie Smarts** Wiseman reveals the different modes of the rookie mindset that lead to success Backpacker Unencumbered rookies are more open to new possibilities ready to explore new terrain and don't get

stuck in yesterday's best practices Hunter Gatherer Rookies seek out experts and return with ideas and resources to address the challenges they face Firewalker Lacking situational confidence rookies take small calculated steps moving fast and seeking feedback to stay on track Pioneer Keeping things simple and focusing on meeting core needs rookies improvise and work tirelessly while pushing boundaries Rookie Smarts addresses the questions every experienced professional faces Will my knowledge and skills become obsolete and irrelevant Will a young inexperienced newcomer upend my company or me How can I keep up The answer is to stay fresh keep learning and know when to think like a rookie **Computerworld** ,2009

**The Washington Post Index** ,2009 **The Facebook Guide to Small Business Marketing** Ramon Ray,2013-02-05 The guide for marketing a small business on Facebook The number one social networking site offers the opportunity to reach more than 350 million registered users with your advertising message Owners of small and local businesses will benefit from these tips and best practices provided by Facebook insiders Learn new ways to attract customers create a business profile and take advantage of Facebook's many marketing features With more than 350 million registered users Facebook opens a worldwide forum for small businesses that were once dependent on local traffic alone This guide to small business marketing on Facebook is packed with information from Facebook's staff Guides you through creating a profile for your business taking advantage of Facebook's unique marketing features following best practices and getting the best return on your investment Packed with insider tips and creative marketing ideas If you have a small or local business you can't go wrong with the marketing advice in The Facebook Guide to Small Business Marketing **How the World Sees You (Enhanced Edition)** Sally Hogshead,2014-07-29 Sally Hogshead believes the greatest value you can add is to become more of yourself Hogshead rose to the top of the advertising profession in her early 20s writing ads that fascinated millions of consumers Over the course of her ad career Sally won hundreds of awards for creativity copywriting and branding and was one of the most awarded advertising copywriters right from start of career including almost every major international advertising award She frequently appears in national media including NBC's Today Show and the New York Times Hogshead was recently inducted into the Speaker Hall of Fame the industry's highest award for professional excellence Her advertising work hangs in the Smithsonian Museum of American History The science of fascination is based on Hogshead's decade of research with 250 000 participants including dozens of Fortune 500 teams hundreds of small businesses and over a thousand C level executives

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