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The main feature of Salesforce is called an 'Opportunity'; every time someone tries to sell a service to a company, an opportunity is created. Understand that an opportunity is a company but an option to sell something to a company. The not company itself called an 'Accountis ', thus an account gets connected to an opportunity.

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Implement your own security policies to protect your Salesforce org. Increase trust by confirming user identity, controlling access to specific apps and data, sharing objects and field data securely, encrypting data, and auditing changes.

Salesforce Security Basics | **Salesforce Security Guide** ----
USER PERMISSIONS To create an engagement program: • **Pardot Administrator** or **Marketing** role After you segment your audience and finalize the content that drives your program, you're ready to create an engagement program. 1. **Open Engagement Studio**. • In **Pardot**, select **Marketing** and then **Engagement Studio**.

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