Notes | Work to do

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Salesforce:

• **Opportunities:** Opportunities are deals in progress. In Salesforce, you can create opportunities for existing accounts or by converting a qualified lead. Let's explore how you can use opportunities to track your deals, better understand who you're selling to, and focus your team's efforts.

- Prospecting.
- Proposal / Price Quote.
- Negotiation / Review.
- Closed / Won.
- Closed / Lost.

• **Three key Account and Contact Relationship.**

① Relationships b/w companies (accounts) and the people who work at them.

② Relationships b/w your customers (accounts) & other customers (other accounts).

③ Relationships b/w customers (accounts) and co-workers who deal with them (other Salesforce users).

• Format Reports.
  - Describe report formats: tabular, summary & matrix.
  - Create a matrix report.

- Tabular Reports:

Tabular reports are the simplest and fastest way to look at your data. Similar to a spreadsheet, they consist simply of an ordered set of fields in columns, with of all open opportunities.

(1) On Reports, click New report, choose the "Opportunities" report type, and Click Continue.
(2) Click Filters, then apply the following filters:
   (a) For the Show Me standard filter, select all opportunities.
   (b) Select Open & Click Apply
   (c) For the data standard filter.
3. Click Save
(4) Click Run.

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Coursera:

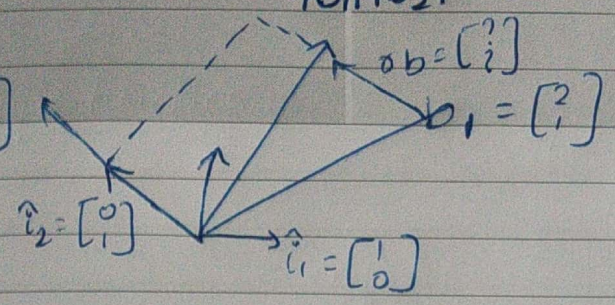
Mathematics for Machine learning and Linear Algebra.

So here I've described b_1 as being two one, as being e_1 plus e_2, twice e_1 plus e_2. I've described b_2 as being minus two e_1s plus four e_2s. If I know b in terms of e, I'm going to be able to do, use the projection product to find x described in terms of bs.

But this is a big if, the b_1 and b_2 have to be at 90° to each other. If they're not we end up being in big trouble and need matrices to do what's called transformation of axis.

Appointment | Notes | Work to do

$$\cos\theta = \frac{b_1 \cdot b_2}{|b_1||b_2|}$$



$$r_2 = 3\hat{R}_1 + 4\hat{R}_2 = \begin{bmatrix} 3 \\ 4 \end{bmatrix}$$

* $$\frac{r_2 \cdot b_1}{|b_1|^2} = \frac{3\times 2 + 4\times 1}{|b_1|^2} = \frac{10}{5} = 2$$

$b_1 \cdot b_2 = 2\times -2 + 1\times 4 = 0$

* $$\frac{r_2 \cdot b_1}{|b_1|^2} b_1 = 2\begin{bmatrix} 2 \\ 1 \end{bmatrix} = \begin{bmatrix} 4 \\ 2 \end{bmatrix}$$

* $$\frac{r_2 \cdot b_2}{|b_2|^2} = \frac{3\times -2 + 1\times 4}{(-2)^2 + (4)^2} = \frac{10}{20} = 1/2$$

* $$\frac{r_2 \cdot b_2}{|b_2|^2} \cdot b_2 = \frac{1}{2}\begin{bmatrix} -2 \\ 4 \end{bmatrix}$$

$$\begin{bmatrix} b_1 \\ 2 \end{bmatrix} + \begin{bmatrix} -1 \\ 2 \end{bmatrix} = \begin{bmatrix} 3 \\ 4 \end{bmatrix}$$

- Basis is a set of a n vectors that
  - (i) are not linear combinations of each other (Linearly independent).
  - (ii) span the space.
- The space is then n-dimensional.

$$b_3 \neq a_1 b_1 + a_2 b_2$$