



# 客戶關係管理系統

# (零售及餐飲業)

C03A2

課堂二

2009/11/10 (星期二) 6:00PM - 9:00PM

版權所有 轉載必究 頁 **1 / 26** 

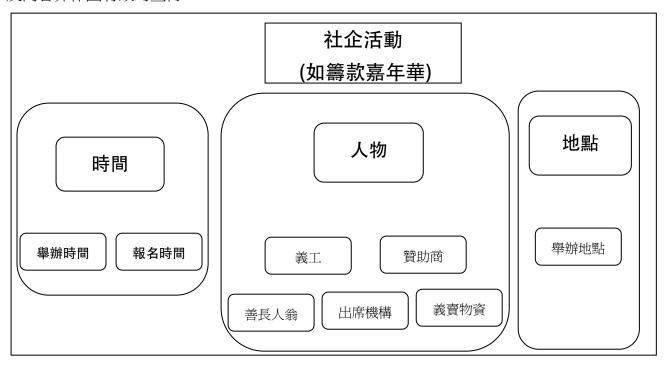




# 1. 活動籌辦及管理

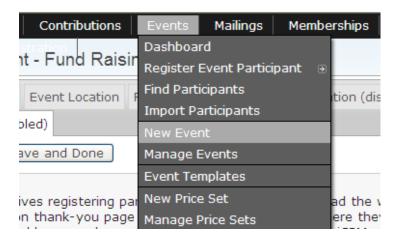
社會企業經常參與或舉辦大大小小的嘉年華會、義賣、慈善籌款等活動,由於人數及參與機構眾多,社企有必要清楚各個參與客戶、機構的關係,以便作出適當的溝通,聯絡他們並提供有關活動、售賣商品或其他飲食服務的資料。

假設您現在統籌一個慈善籌款的嘉年華會,而舉辦日期、地點、贊助商、程序安排的概況及 銷售的商品已作下決定,但還欠缺尋找義工的參與,尋找熱心人仕或機構的出席及捐助,以 及向各界作出有效的宣傳。



# 1.1) 新增活動

您可以先於系統中設立一個活動 (Event),以便進行一連串的聯絡、網上報名及統籌更進管理等工作。請在菜單中選下 Events → New Event 來新增活動記錄。



圖一

版權所有 轉載必究 頁 2 / 26





進入 New Event (新增活動)圖二及圖三的畫面,在此您可以建立活動的基本資料。

① Event Type:活動的類型

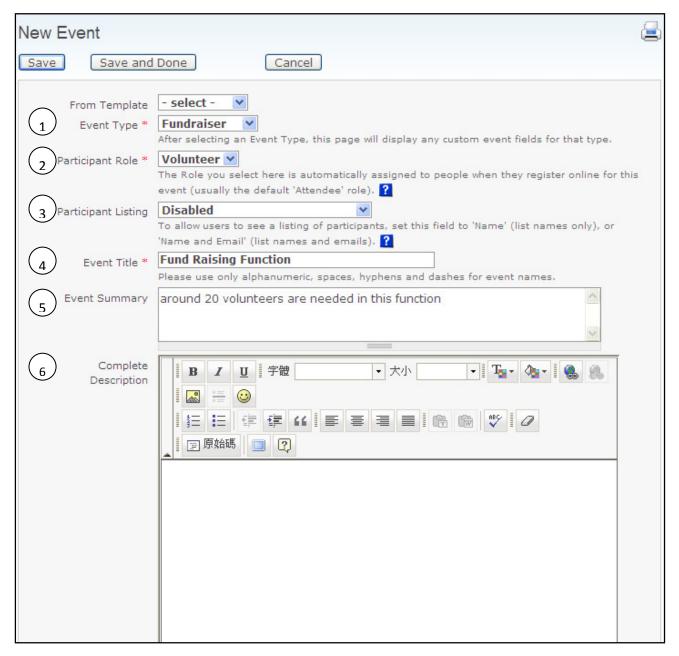
② Participant Role:參與者的身份

③ Participant Listing:參與者清單的瀏覽權限 ,包括 Disabled (停用清單)、Name Only、Name

and Email

④ Event Title:活動的標題⑤ Event Summary:活動概況

⑥ Complete Description:活動詳述



圖二

版權所有 轉載必究 頁 3 / 26





7 Start Date, End Date/Time:活動的開始及結束日期

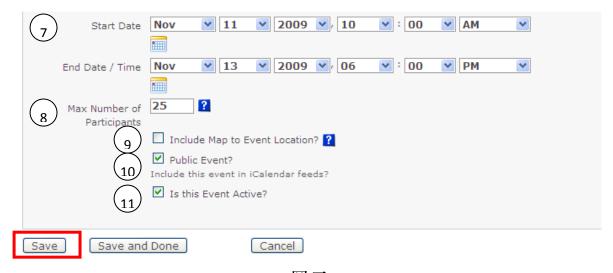
8 Max Number of Participants:參與人數上限

9 Include Map to Event Location:是否插入活動地址地圖

10 Public Event?:是否公開活動,供系統以外的人得知(要剔下選項才可配合線上報名功能)

11 Is this Event Active?: 活動是否生效

然後便可按下 Save 來完成並儲存這個記錄。



圖三

按下儲存後會跳去 Configure Event (活動設定)的畫面,在此您可加入活動的舉辦地方、收費、網上報名及通知推廣。以下是修改活動地址的頁面。

and Settings   Event Location   Fe	ees (disabled) Online Registration (disabled)
a Friend (disabled)	
Save and Done	Cancel
information will be displayed on th	ation and optional contact information for the event. This be Event Information page. It will also be included in online on emails if these features are enabled.    Ouse existing location   Ouse e
Street number, street name, apartr	ment/unit/suite - OR P.O. box
Street number, street name, apartr Addt'l Address 1	ment/unit/suite - OR P.O. box
Addt'l Address 1	ment/unit/suite - OR P.O. box  p, department name, building name, etc.
Addt'l Address 1  Supplemental address info, e.g. c/c  Addt'l Address 2	
Addt'l Address 1  Supplemental address info, e.g. c/c  Addt'l Address 2	o, department name, building name, etc. o, department name, building name, etc. Zip / Postal Code
Addt'l Address 1  Supplemental address info, e.g. c/c Addt'l Address 2  Supplemental address info, e.g. c/c	o, department name, building name, etc. o, department name, building name, etc. Zip / Postal Code Enter optional 'add-on' code after the dash
Addt'l Address 1  Supplemental address info, e.g. c/c Addt'l Address 2  Supplemental address info, e.g. c/c	o, department name, building name, etc. o, department name, building name, etc. Zip / Postal Code

圖四

版權所有 轉載必究 頁 4 / 26





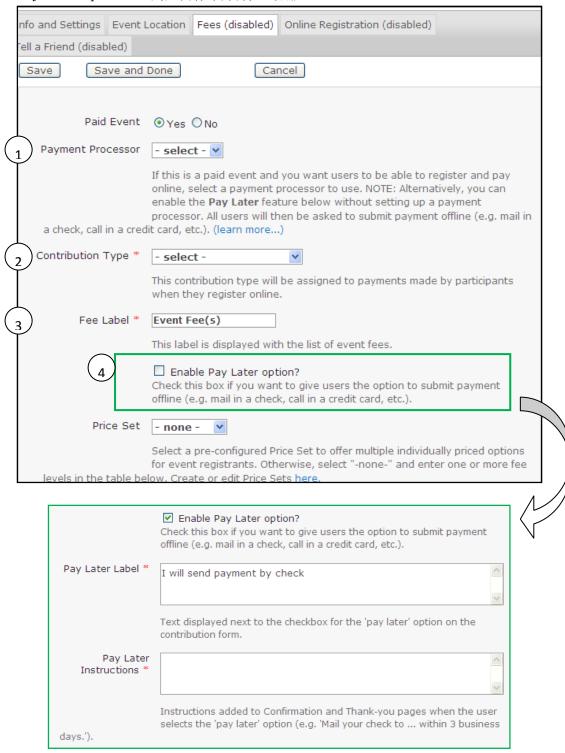
如果參加活動是需要收取費用,也可以在系統中加入此功能來進行線上收費

① Payment Processor:付款的處理器,需要 PayPal 的帳號及支援,能提供線上收費功能,如不想使用線上收費,也可以選下④的 Enable Pay Later Option?

② Contribution Type: 款項的類型

③ Fee Label: 收費的標籤,來提示對方活動是需要收費的

④ Enable Pay Later Option?: 不限制報名者線上繳款



圖五

版權所有 轉載必究 頁 5 / 26





以下是收費價目表,可設定徵收多少費用。您也可以爲報名人仕設立折扣優惠,但在此不作 詳細解析。

ee Label	Amount	Defa
	HK\$	•
	HK\$	

版權所有轉載必究 頁 6 / 26

圖六





線上報名服務能使參與者快捷地登記他們欲出席的活動,如要在啓動 Online Registration,剔下 Allow Online Registration?

① Registration Link Text:在此輸入的文字,將會是一個超連結到報名頁面,用來提示報名者

②Registration Start Date:報名開始的時間 ③ Registration End Date:報名完結的時間

④ Register Multiple Participants?:可否一人報下一個以上的名額

⑤ Allow Multiple Registrations from the same email address?:可否以同一個電郵地址多次報名 (此系統主要是以電郵地址來辨別報名人仕)

⑤ Pending participant expiration (hours) :

⑦ Registration Screen:報名頁所顯示的畫面

⑧ Confirmation Screen:報名確認頁所顯示的畫面

⑨Thank-you Screen:報名成功後的答謝畫面

⑩ Confirmation E-mail:是否發送報名成功的確認郵件

Info and Settings Event Location Fees (disabled) Online Registration (disabled)
Tell a Friend (disabled)
Save Save and Done Cancel
If you want to provide an Online Registration page for this event, check the first box below and then complete the fields on this form. ?  Allow Online Enable or disable online registration for this event.
Registration?
1 Registration Link Text Register Now
Registration Start Date -monthdayyear, -hour : -minAM/PM-
Registration End Date -monthdayyearhourhourAM/PM-
4 Register multiple participants?
Allow multiple registrations from the same email address?
Pending participant expiration (hours)

圖七

版權所有 轉載必究 頁 7 / 26





_ [	Registration So	creen —
	Introductory Text	
7		
		Introductory message / instructions for online event registration page (may include HTML formatting tags).
	Footer Text	A Section 1 and 1
		Optional footer text for registration screen.
	Include Profile (top of page)	Include additional fields on this registration form by configuring and selecting a CiviCRM Profile to be included at the top of the page (immediately after the
	Include Profile	introductory message). ?
		Include additional fields on this registration form by configuring and selecting a CiviCRM Profile to be included at the bottom of the page.
(8)	Confirmation S	creen
	Title *	Confirm Your Registration Information  Page title for screen where user reviews and confirms their registration
	Introductory Text	information.
		Optional instructions / message for Confirmation screen.
	Footer Text	
$\left( \begin{smallmatrix} 9 \end{smallmatrix} \right)$	- 📃 Thank-you S	creen
3)	Title <sup>•</sup>	* Thank You for Registering Page title for registration Thank-you screen.
	Introductor Tex	
	Footer Tex	Optional message for Thank-you screen (may include HTML formatting).
		Optional footer text for Thank-you screen (often used to include links to other pages/activities on your site).
(10)	- 垣 Confirmation	
	Confirmation	d ○Yes • No  n Do you want a registration confirmation email sent automatically to the user? This
	EIIIdil	? email includes event date(s), location and contact information. For paid events, this email is also a receipt for their payment.
S	Save a	and Done Cancel

版權所有轉載必究 頁 8 / 26





您也可以透過報名者來推廣貴公司的活動,系統中設有 Tell a Friend (告知好友) 功能,在他們報名的同時,可以發送活動消息出去。

Info and Settings	Event Location   Fees (disabled)   Online Registration (disabled)
Tell a Friend (disab	oled)
Save	eve and Done Cancel
The registratio email addresse	ves registering participants an easy way to spread the word about this event.  n thank-you page will include a link to a form where they can enter their friends' s, along with a personalized message. CiviCRM will record these solicitation will add the friends to your database.
	▼ Tell a Friend enabled?
Title *	Tell a Friend
Introduction	Help us spread the word about this event. Use the space below to personalize you
	email message - let your friends know why you're attending. Then fill in the name. This message is displayed to the participant at the top of the Tell a Friend form. You may include HTML tags to add formatting or links.
Suggested Message	Thought you might be interested in checking out this event. I'm planning on attending  Provides the participant with suggested text for their personalized message to their friends.
Info Page Link	A link to this Event Information page is automatically included in the email sent to friends. If you ALSO want to include a link providing general information about your organization, enter that linkere (e.g. http://www.example.org/)
Thank-you Title *	Thanks for Spreading the Word
Thank-you Message	Thanks for spreading the word about this event to your friends.
	Your message thanking the participant for helping to spread the word. You may include HTML tag add formatting or links.
Save	Cancel

完成了以上的設定程序後,才按下 Save and Done ,然後會出現圖十的畫面。

即使在未完成設定前,不小心按下了 Save and Done,也可在後期 Configure Event(圖十)再逐一修改。

版權所有 轉載必究 頁 **9 / 26** 





如圖十所見,活動的資料是可以隨時修改的。

# Configure Event - Fund Raising Function



You can update the features and content for this event from here. Refer to the CiviEvent Administration Documentation for more information.

Participants: Registered/Attended/Pending from pay later/Pending from incomplete transaction, No-show/Cancelled/Expired

» Event Information and Settings	Set event title, type (conference, performance etc.), description, start and end dates, maximum number of participants, and activate the event. Enable the public participant listing feature.
» Event Location	Set event location and event contact information (email and phone).
» Event Fees	Determine if the event is free or paid. For paid events, set the payment processor, fee level(s) and discounts. Give online registrants the option to 'pay later' (e.g. mail in a check, call in a credit card, etc.).
» Online Registration	Determine whether an online registration page is available. If so, configure registration, confirmation and thank you page elements and confirmation email details.
» Tell a Friend	Make it easy for participants to spread the word about this event to friends and colleagues.
» Public Participant Listing	Participant Listing is not enabled for this event. You can enable it from Event Information and Settings.
» View Event Info	View the Event Information page as it will be displayed to site visitors.
» Test-drive Registration	Test-drive the entire online registration process - including custom fields, confirmation, thank-you page, and receipting. Fee payment transactions will be directed to your payment processor's test server. No live financial

#### 圖十

#### 1.2) 線上活動報名

當新增了一個可線上報名的活動後,會發現左欄的 Upcoming Events 會出現了剛輸入的活動記錄,請先**登出**,並按下 Fund Raising Function,這樣便會以一個外來人的身份報名。



圖十一

版權所有 轉載必究 頁 10 / 26





進入報名頁面後,會顯示活動日期、地址、收費等等的資訊,按下 Register Now 可進行報名。



圖十二

要選擇付款方式及登記電郵地址來完成報名,您不一定要求報名人仕線上付款,他們可以按下 I will send payment by cheque,以便稍候繳款。

Fund Raising Fu	nction (=
Event Fee(s) *	I will send payment by cheque 請剔選方格
Email Address * drup	pal@askit.com.hk
	ation al account, you can click 請輸入您自己的電郵地址 in the credit card and billing form and click <b>Continue</b> at the bottom of the page.
Check out PayPal	
The safer, easier way to pa	av
	Save time. Checkout securely. Pay without sharing your financial information.
Card Type	- select - 💌
Card Number	
	Enter numbers only, no spaces or dashes.
Security Code	270710 023
Expiration Date	-month- ▼ -year- ▼  ddress
Enter the name as sho	own on your credit or debit card, and the billing address for this card.
Billing First Name	
Billing Middle Name	
Billing Last Name	
Street Address	
City	
	- select -
Country	
	- select -
State / Province	Juicet

圖十三

版權所有 轉載必究 頁 11 / 26





然後確認您的報名登記,按下 Continue。

## Confirm Your Registration Information



Please verify the information below. Click **Go Back** if you need to make changes. Otherwise, click the **Continue** button below to complete your registration.

Please pay to this bank account.

# **Event Information**

#### **Fund Raising Function**

When November 11th, 2009 10:00 AM through November 13th, 2009 6:00 PM

#### Event Fee(s)

HK\$ 100.00 100 - nocommon520@gmail.com

Total Amount: HK\$ 100.00

#### **Registered Email**

nocommon520@gmail.com

#### Participant Role

Volunteer

Your registration will not be submitted until you click the **Continue** button. Please click the button one time only.

<< Go Back

Continue >>

#### 圖十四

這便完成整個線上報名程序,如在活動設定中,曾剔選發送確認報名登記電郵,系統便會把報名記錄電郵至登記的地址

#### Thank You for Registering



Please pay to this bank account.

An email with event details has been sent to common@askit.com.hk.

#### **Event Information**

#### **Fund Raising Function**

When November 11th, 2009 10:00 AM through November 13th, 2009 6:00 PM

#### Event Fee(s)

HK\$ 100.00 100 - common@askit.com.hk

Event Total: HK\$ 100.00

#### **Registered Email**

common@askit.com.hk

#### **Participant Role**

Volunteer

» Back to "Fund Raising Function" event information



圖十五

版權所有 轉載必究 頁 12 / 26





#### 這便是自動發送的確認電郵。

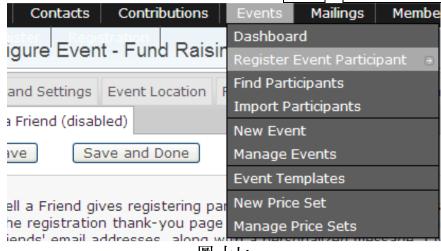
From:	Master [drupal@askit.com.hk]
To:	Lo Common
Cc:	
Subject:	Registration Confirmation - Fund Raising Function
Thanks 1	For your registration
Please r	pay to this bank account.
Event Ir	nformation and Location
	Ising Function
November	11th, 2009 10:00 AM-November 13th, 2009 6:00 PM Participant Role : Volunteer
Download	iCalendar File: <a href="http://drupal.askit.com.hk/index.php?q=civicrm/event/ical&amp;reset=1&amp;id=8">http://drupal.askit.com.hk/index.php?q=civicrm/event/ical&amp;reset=1&amp;id=8</a>
Register	red Email
common@a	askit.com.hk
Event Fe	ee(s)
HK\$ 100.	00 100 - common@askit.com.hk

#### 圖十六

### 1.3) 非線上活動報名

除了供外界人仕線上報名,系統也可以處理不在線上報名的情況。 如果報名人仕是透過電話、郵寄表格或親身報名的話,資料便有機會以筆記本或 Excel Format 儲存下來。

如要加入一個非線上報名者的記錄,可在按下選單中的 Events→Register Event Participant。



圖十七

版權所有 轉載必究 頁 13 / 26





① Select Contact:選擇聯絡人或可以即時新增一個新記錄

② Event: 選擇活動

③Participant Role:報名者身份

④ Registration Date and Time:報名日期及時間

⑤ Participant Status:報名狀態

⑥ Registration Comfirmation: 發送確認郵件

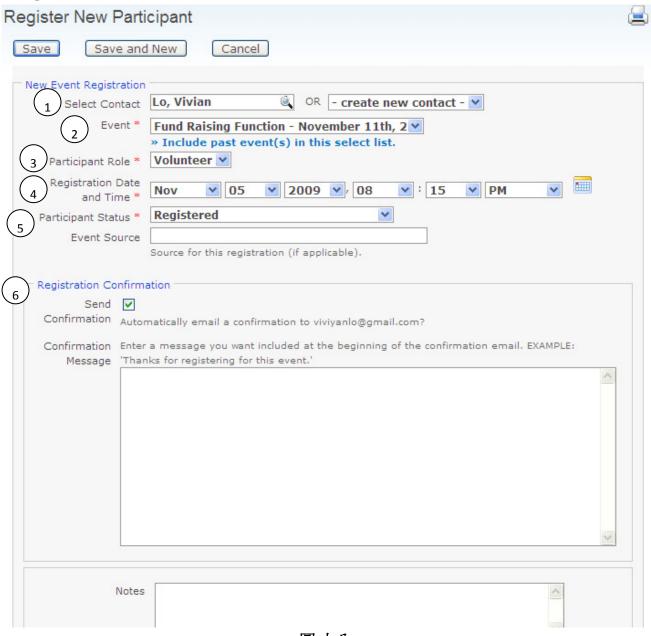


圖 十八

版權所有 轉載必究 頁 14 / 26





#### 1.4) 匯入報名記錄

與加入聯絡人記錄一樣,報名人的資料也可透過匯入功能去處理來輸入系統,所以在此不作 詳細示範。

如要匯入報名記錄,可到菜單的 Events→Import Participants, 並進入圖二十畫面。

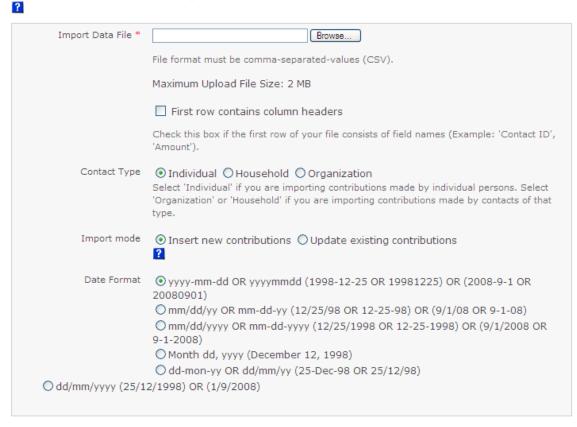


圖十九



#### Upload Data (step 1 of 4)

The Contribution Import Wizard allows you to easily upload contributions from other applications into CiviCRM. Files to be imported must be in the 'comma-separated-values' format (CSV) and must contain data needed to match the contribution to an existing contact in your CiviCRM database.



版權所有 轉載必究 頁 15 / 26

Cancel

Continue >>



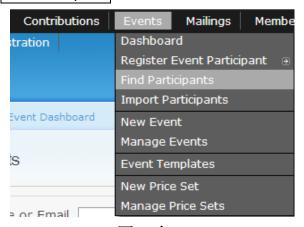


# 2. 排程發送郵件

雖然已經募集了足夠的義工,也有不少人仕對此嘉年華會深感興趣,並表示出席,但您仍有 必要在活動開幕前夕,爲出席人仕作出溫馨提示。因此,您決定安排向出席者發送一個電子 郵件。

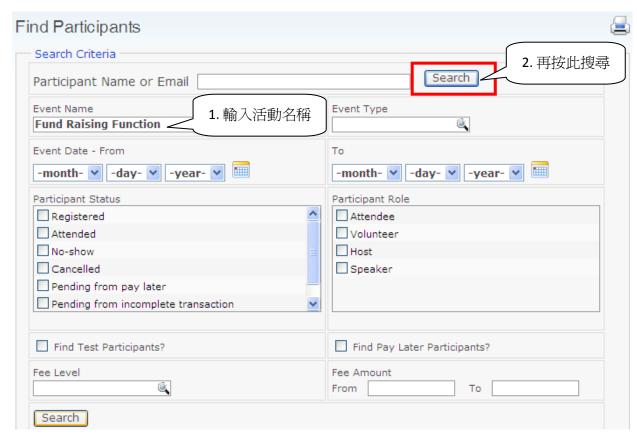
#### 2.1) 設置電郵群組

首先,您要爲已報名的人仕建立一個群組,這樣可方便一次性地發送所有郵件。 請在選單中按下 Events→ Find Participants。



圖二十一

在此搜尋頁,請您在 Event Name 中輸入剛才建立的活動(Fund Raising Function),然後按 Search。



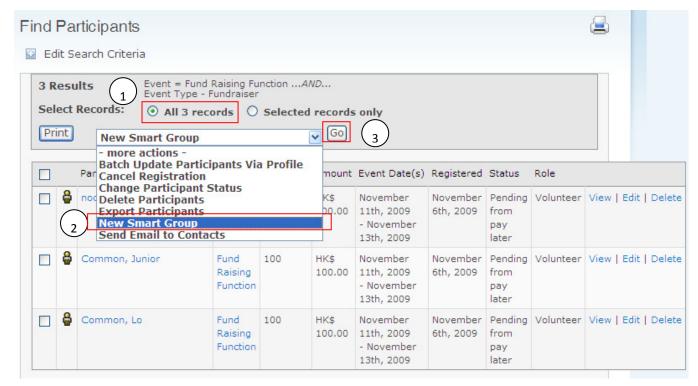
圖二十二

版權所有 轉載必究 頁 16 / 26





這便是參與 Fund Raising Function 活動的出席人仕,可以選①All 3 records,再選②New Smart Group 建立一個群組,然後按 Go。



圖二十三

然後輸入群組名稱,並儲存此群組 Save Smart Group。

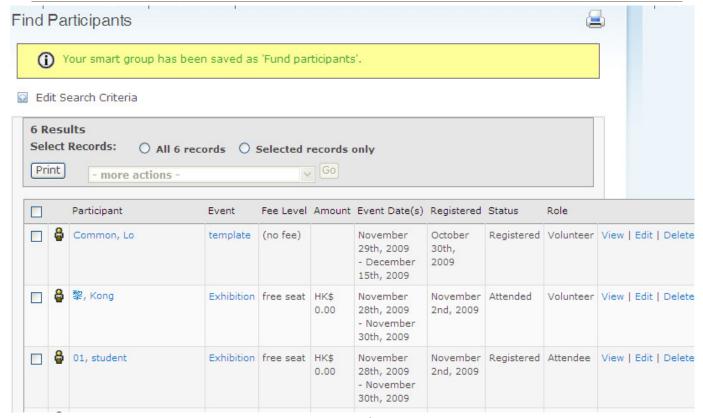
Smart Group	
Smart Group	
Name * Fund participants	
Description	
Number of selected participants: 3	
Save Smart Group Cancel	

圖二十四

版權所有 轉載必究 頁 17 / 26



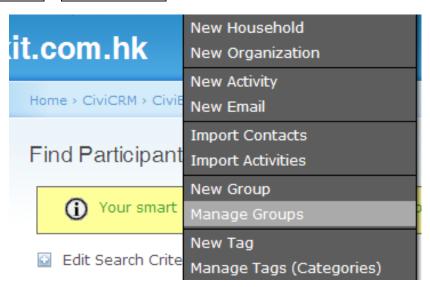




圖二十五

儲存後,便需要把這個群組歸納爲其中一個電子郵寄的清單。

在菜單中按下 Contacts→Manage Groups



圖二十六

版權所有 轉載必究 頁 18 / 26





## 現在要把群組 Fund participants 列入 Mailing List,找出 Fund participants,然後按下 Settings

				•	
Fund participants (Smart Group)	8			User and User Admin Only	Members   Settings ▶ more
mailing group	5		Mailing List	User and User Admin Only	Members   Settings ▶ more
Newsletter mailing list	4	Group user for newsletter mailing list	Mailing List	User and User Admin Only	Members   Settings ▶ more
young customer	6	> age 18 < age 40	Access Control, Mailing List	User and User Admin Only	Members   Settings ▶ more

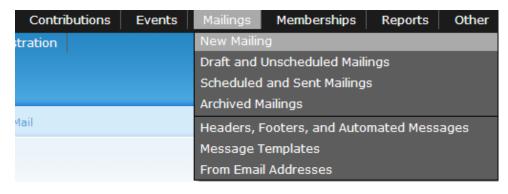
圖二十七

接著剔選①Mailing List,②Save 便完成此工作。

Group Settings: Fund participants	
Group Settings	
You can edit the Name and Description for this group here. Click Show Group Members to view, add or remove contacts in this group.	
Name * Fund participants (Smart Group)	
Description	
Group description is displayed when groups are listed in Profiles and Mailing List Subscribe forms.  Group Type Mailing List	
Visibility * User and User Admin Only .	
Parent Groups	
Add Parent - select -	
Save Cancel	

圖二十八

然後便可以爲這一個特定的群組設定要發送的提示郵件。



圖二十九

版權所有 轉載必究 頁 19 / 26





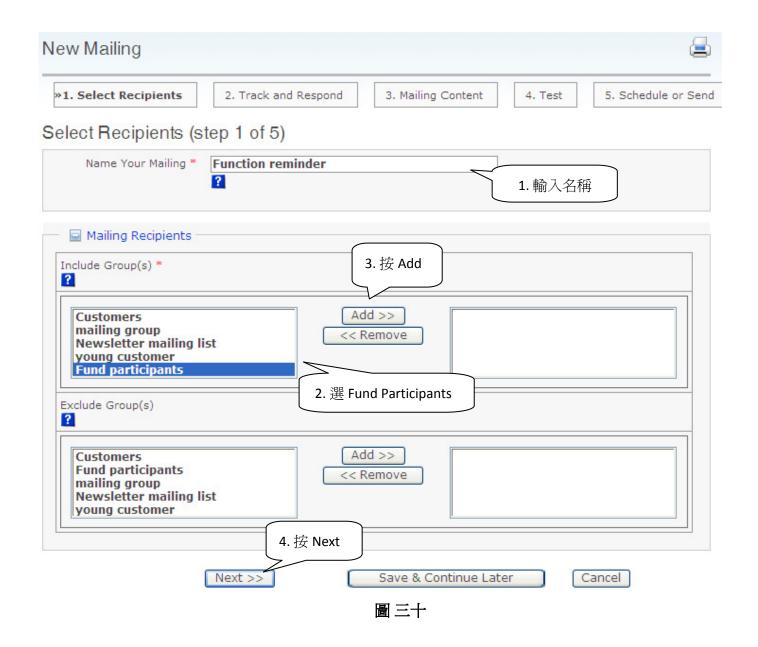
#### 發送電子郵件到一個群組需經過5個大步驟:

第一步需要輸入電郵工作名稱及選擇收件群組,如圖三十所示,然後按 Next。

第二步是設定一些查閱功能,追蹤及回應收件者的不同回應,一般情況可按 Next 跳過此步驟。 第三步是撰寫電郵內容。

第四步是測試電郵的發送功能。

第五步是即時發送已完成的郵件或把此郵件排程送出。



版權所有 轉載必究 頁 20 / 26



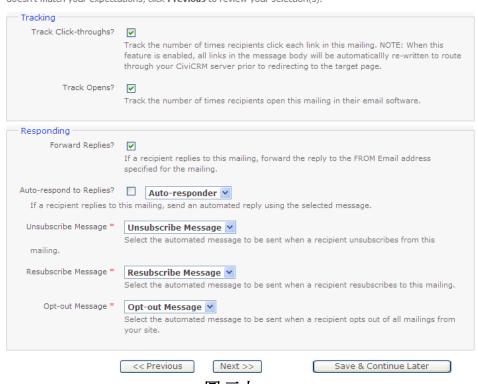


## 如無特別情況(如自動回應收件人的回信、追蹤收件人的閱讀情況),此步驟可跳過。

#### Track and Respond (step 2 of 5)

These settings control tracking and responses to recipient actions. The number of recipients selected to receive this mailing is shown in the box to the right. If this count doesn't match your expectations, click **Previous** to review your selection(s).

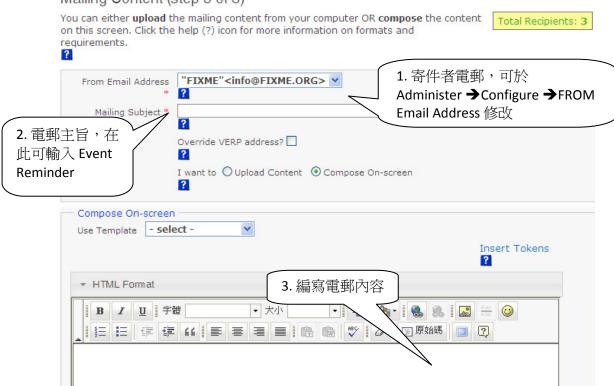
Total Recipients: 3



# 圖三十一

### 然後可以開始編輯郵件的內容

## Mailing Content (step 3 of 5)



圖三十二

版權所有 轉載必究 頁 21 / 26





由於現時垃圾電郵 (Spam Email)問題猖獗,此系統也強制發送電郵時需要迎合收件者的個人喜好,您便需利用 Insert Tokens,然後選 Opt out via email 去阻止發送電郵到不要接收電郵的聯絡人。

另外還要輸入另一個 Domain (organization) address 去顯示公司的地址。

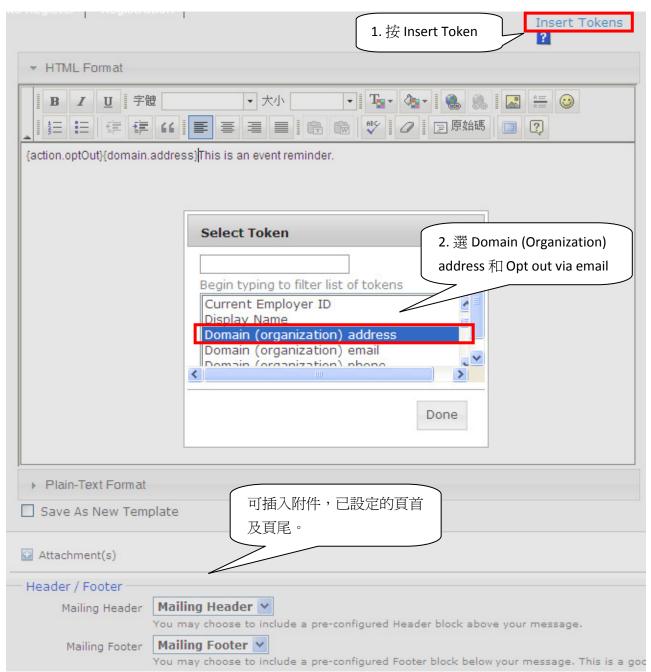


圖 三十三

版權所有 轉載必究 頁 22 / 26





接著可作一個發送電郵的測試,此步驟同樣可以按 Next 跳過。另外還有預覽電郵的功能,來 檢視發送的內容。

Test (step 4 of 5)
It's a good idea to test your mailing by sending it to yourself and/or a selected group of people in your organization. You can also view your content by clicking (+) Preview Mailing.
Test Mailing —
Send to This Address (filled with your contact's token values)
Send to This Group - none -
Send a Test Mailing
<pre></pre>
☐ Preview Mailing
Subject: Reminder
HTML Version:
Sample Header for HTML formatted content.
mailto:o@FIXME.ORG
S 15S El Camino Way E
Collinsville, CT 6022
United States
This is an event reminder.
Sample Footer for HTML formatted content.

圖三十四

最後便可以選擇即時發送或安排特定的時間發送此郵件。

# Schedule or Send (step 5 of 5)

You can schedule this mailing to be sent starting at a specific date and time, OR you can request that it be sent as soon as possible by checking "Send Immediately".

Total Recipients: 3

Send Immediately	
OR	
Schedule Mailing	-monthdayyearyearhour : -minAM/PMSet a date and time when you want CiviMail to start sending this mailing.
	<< Previous Submit Mailing Continue Later

圖 三十五

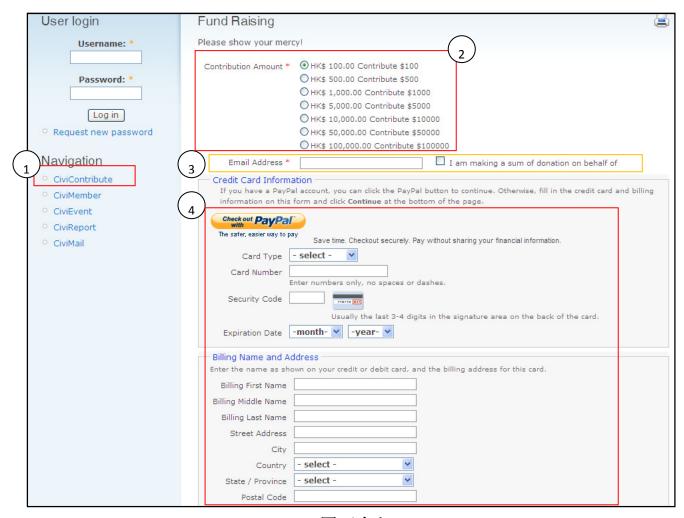
版權所有轉載必究 頁 23 / 26





# 3. 線上捐款

系統亦同時支援線上捐款的功能,但需要建立 PayPal 帳戶,所以此堂只會簡介此功能。 按下 CiviContribute,然後可設定及選擇捐款的數目。 然後需要輸入個人及信用卡的資料。



圖三十六

版權所有 轉載必究 頁 24 / 26

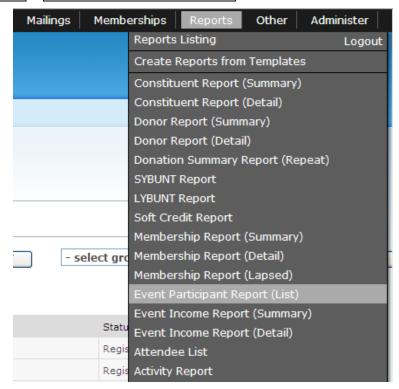




# 4. 報表功能

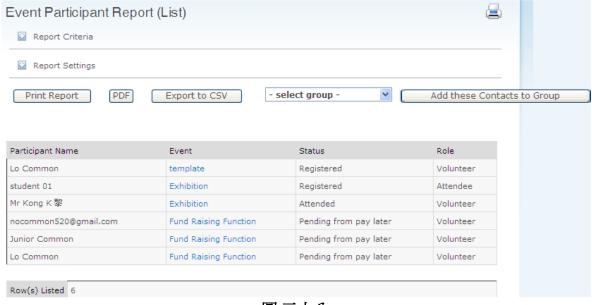
假設現在嘉年華會已完滿結束,但您想觀察此活動的出席人數、收入等等的資料,這樣便可 以利用系統的報表工具,來清楚顯示統計結果。雖然報表類型眾多,但變化大同小異,所以 會集中討論活動出席者的列表,去研究活動成效。

請在菜單中選 Reports → Event Participant Report(List)。



圖三十七

這樣便觀察到以往所有活動的參與者或缺席人仕。如要只顯示指定活動的情況,可以打開 Report Criteria 來更改。

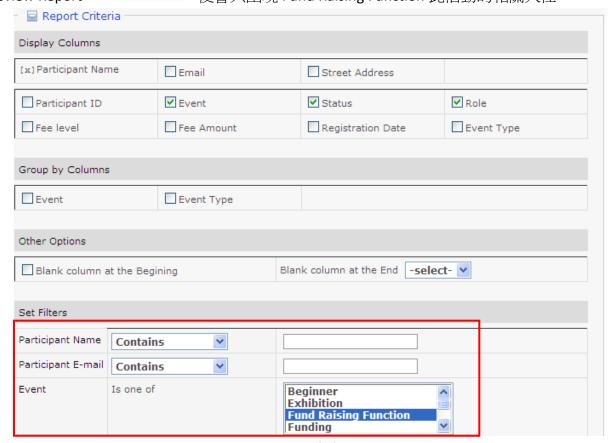


圖三十八

版權所有 轉載必究 頁 25 / 26







圖三十九

然後可以把這個報表直按列印出來,甚至匯出爲 PDF 或 CSV 格式的檔案。

Participant Name	Event	Status	Role
nocommon520@gmail.com	Fund Raising Function	Pending from pay later	Volunteer
Junior Common	Fund Raising Function	Pending from pay later	Volunteer
Lo Common	Fund Raising Function	Pending from pay later	Volunteer

Row(s) Listed 3

圖 四十

這便是以 PDF 格式匯出的活動出席人仕報表。

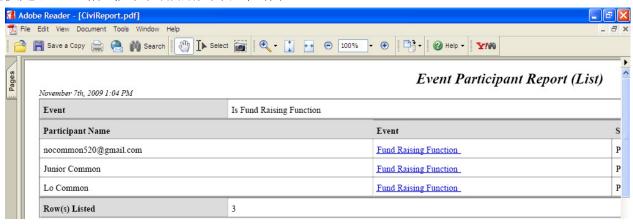


圖 四十一

版權所有 轉載必究 頁 26 / 26