Project Report Template

INTRODUCTION:-

1.1.Overview

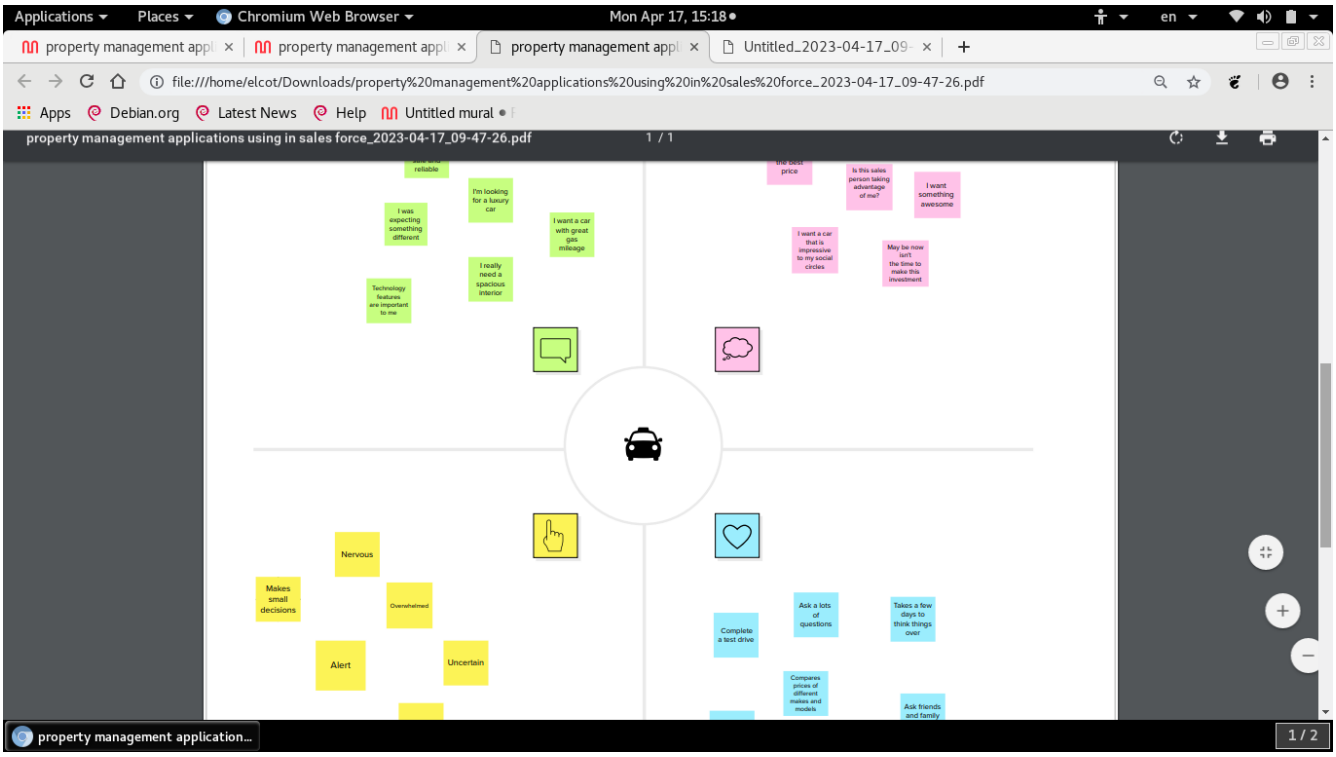
Salesforce is a prominent customer relationship management (CRM) solution used by support, sales, and marketing teams all over the world. Salesforce services enable organizations to better communicate with partners, customers, and potential customers by utilizing cloud technology. Companies can use Salesforce CRM to track customer activity, market to customers, and perform a variety of other tasks.

1.2.Purpose

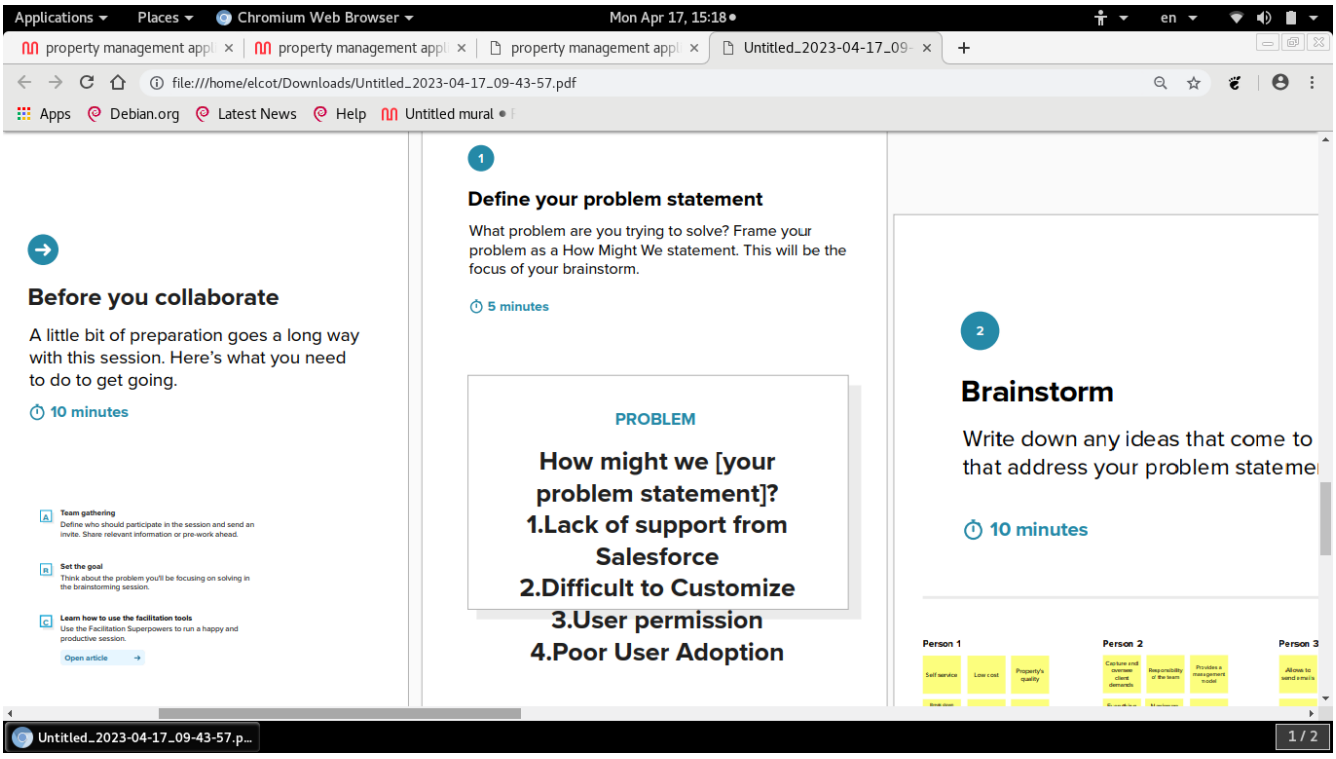
This section of the document describes the application's data model for the candidate's reference. In the Salesforce organization given, the data model has been established. Candidates should not need to change the data model, lookup relationships, or master-detail connections between items, and should consider the data model to be a design constraint. 2) Entity Relationship Diagram The Entity Relationship Diagram (ERD) (Figure 1) for the application in development is shown below. The ERD represents all of the objects that play a key part in the application requirements and are required to comprehend them.

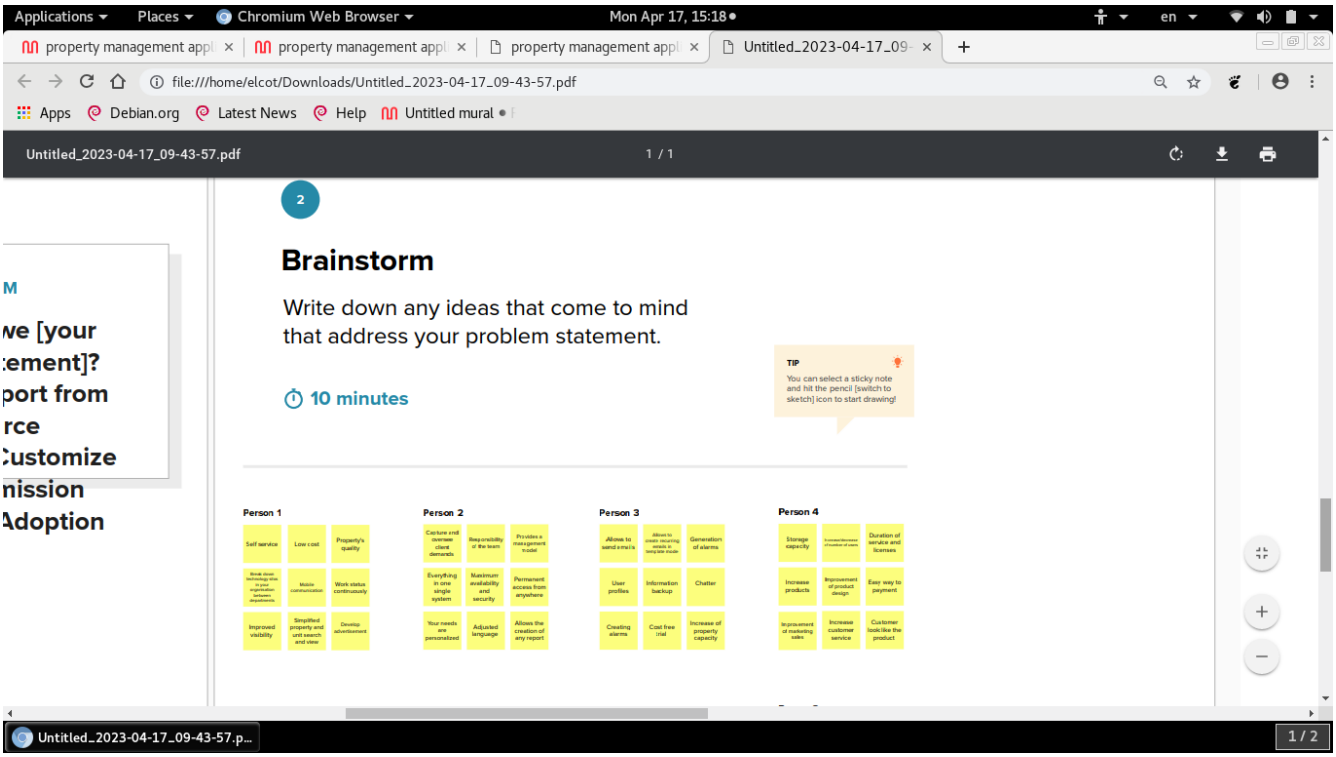
2.PROBLEM DEFINITION AND DESIGN THINKING:-

2.1.EMPATHY MAP



2.2.IDEATION AND BRAINSTORMING MAP SCREEN SHOT:-




Applications
Places
Chromium Web Browser
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property management appl
property management appl
property management appl
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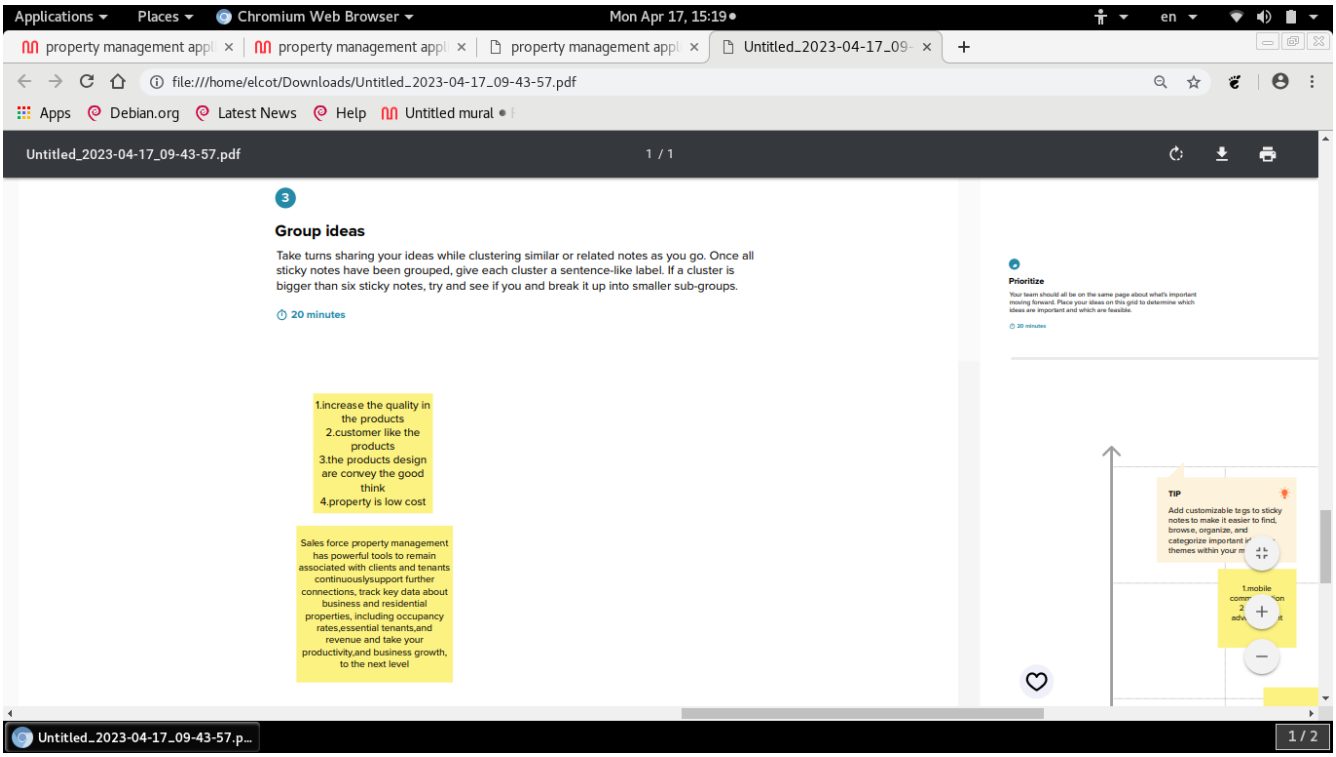
Apps
Debian.org
Latest News
Help
Untitled mural
Untitled_2023-04-17_09-43-57.pdf
1 / 1
2
Brainstorm
Write down any ideas that come to mind that address your problem statement.
10 minutes
TIP
You can select a sticky note and hit the pencil [switch to sketch] icon to start drawing!
Person 1
Person 2
Person 3
Person 4
Untitled_2023-04-17_09-43-57.p...
1 / 2


Applications
Places
Chromium Web Browser
Mon Apr 17, 15:19
property management appl
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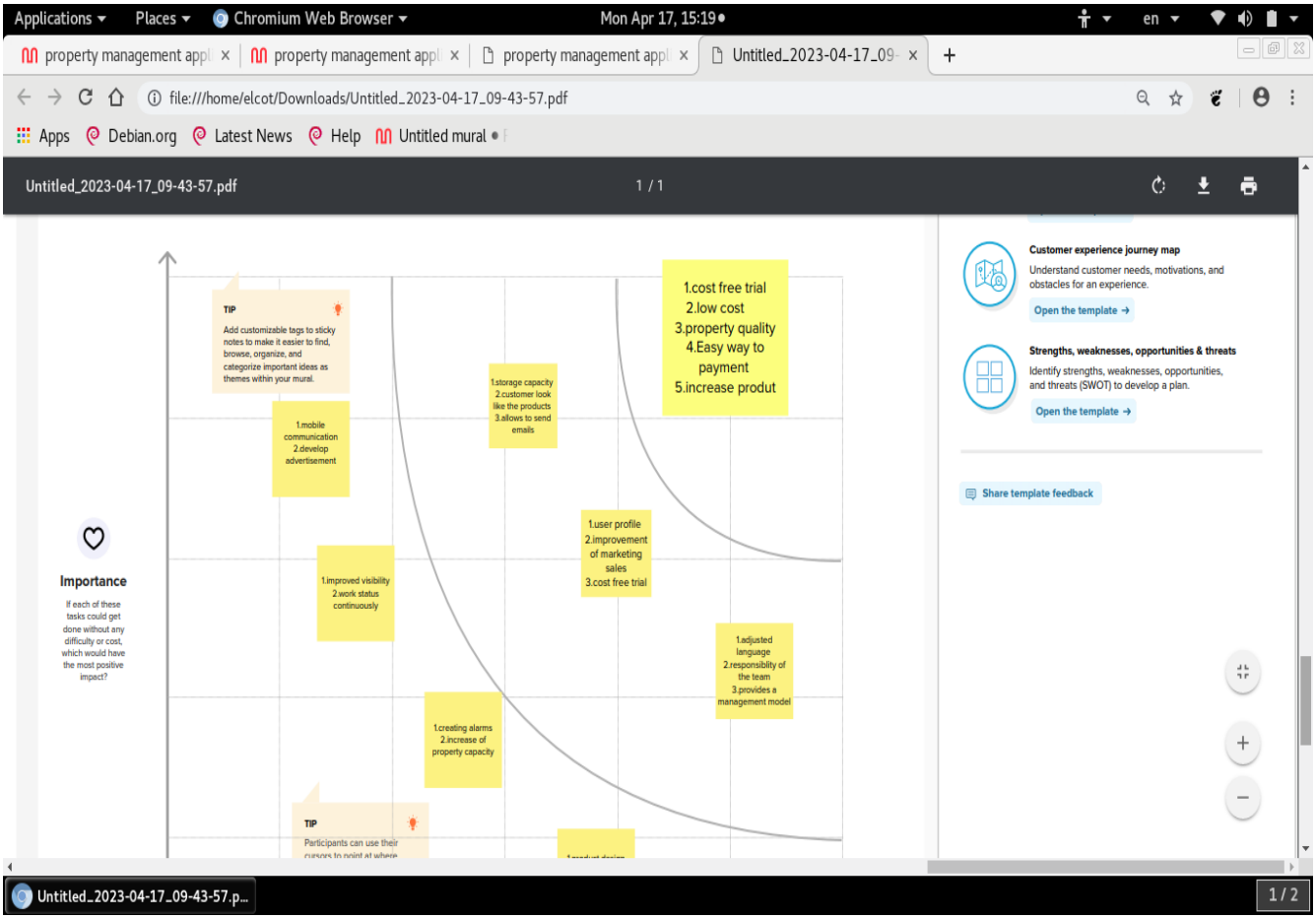
file:///home/elcot/Downloads/Untitled_2023-04-17_09-43-57.pdf
Apps
Debian.org
Latest News
Help
Untitled mural
Untitled_2023-04-17_09-43-57.pdf
1 / 1
3
Group ideas
Take turns sharing your ideas while clustering similar or related notes as you go. Once all sticky notes have been grouped, give each cluster a sentence-like label. If a cluster is bigger than six sticky notes, try and see if you and break it up into smaller sub-groups.
20 minutes
1.increase the quality in the products
2.customer like the products
3.the products design are convey the good think
4.property is low cost
Sales force property management has powerful tools to remain associated with clients and tenants continuouslysupport further connections, track key data about business and residential properties, including occupancy rates,essential tenants,and revenue and take your productivity,and business growth, to the next level
Prioritize
TIP
Untitled_2023-04-17_09-43-57.p...
1 / 2



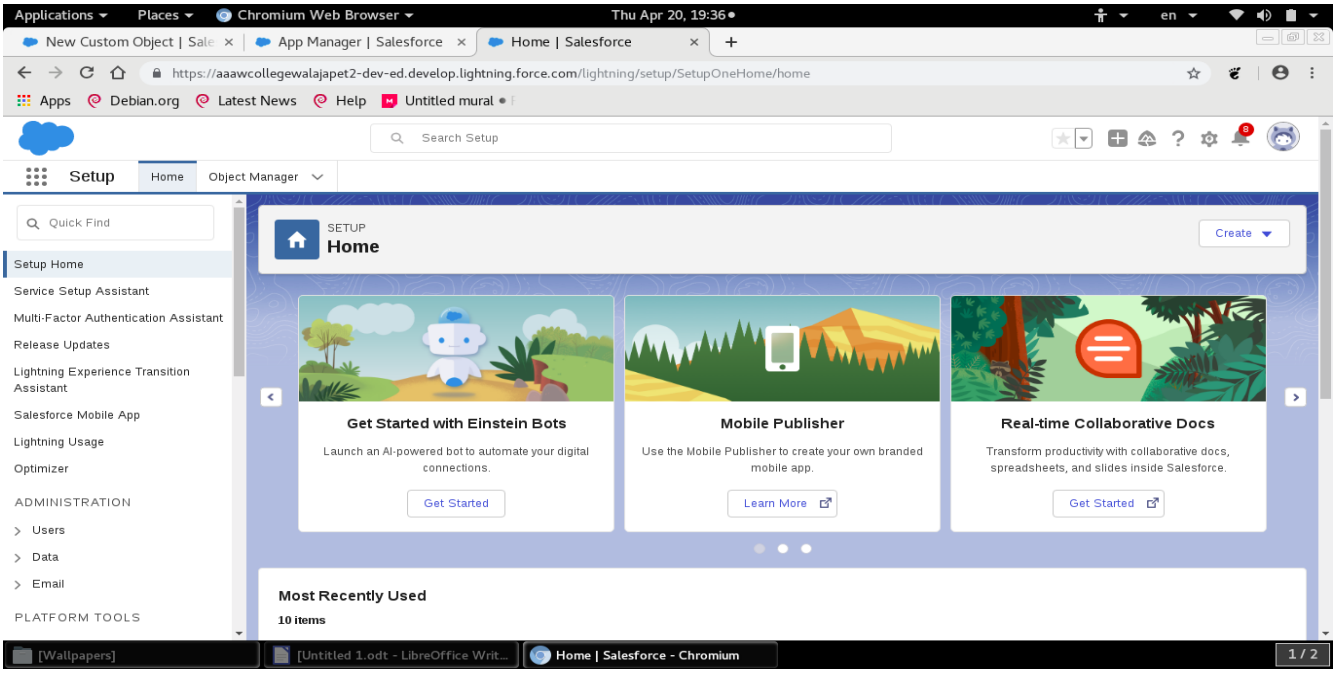
3.RESULT :-

3.1.DATA MODEL :

OBJECT NAME	FIELDS IN THE OBJECT
OBJECT-1	FIELD LABEL :LEAD DATA TYPE :AUTO NUMBER
OBJECT-2	FIELD LABEL :BUY DATA TYPE :PICK LIST
OBJECT-3	FIELD LABEL :RENT DATA TYPE :AUTO NUMBER
OBJECT-4	FIELD LABEL :LOAN DATA TYPE :AUTO NUMBER

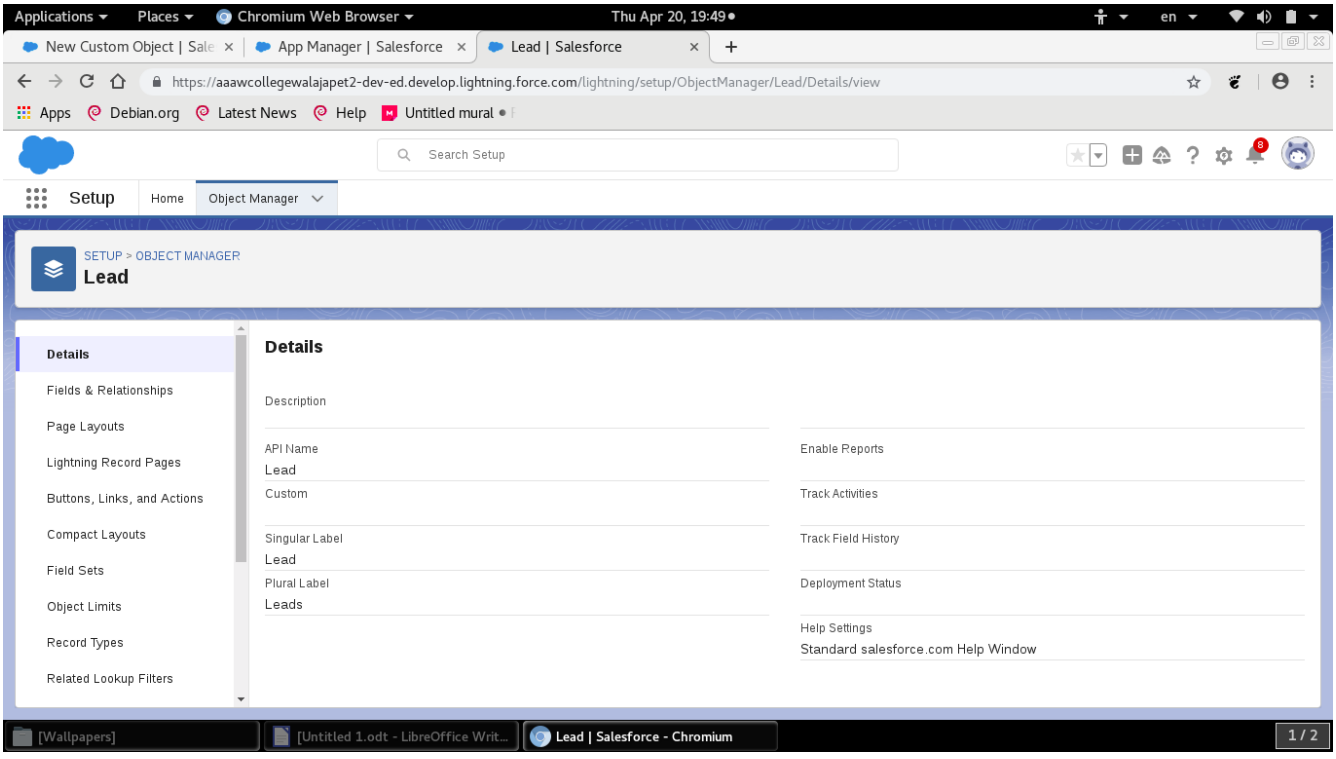
3.2.ACTIVITY AND SCREEN SHOT

CREATING DEVELOPER ACCOUNT

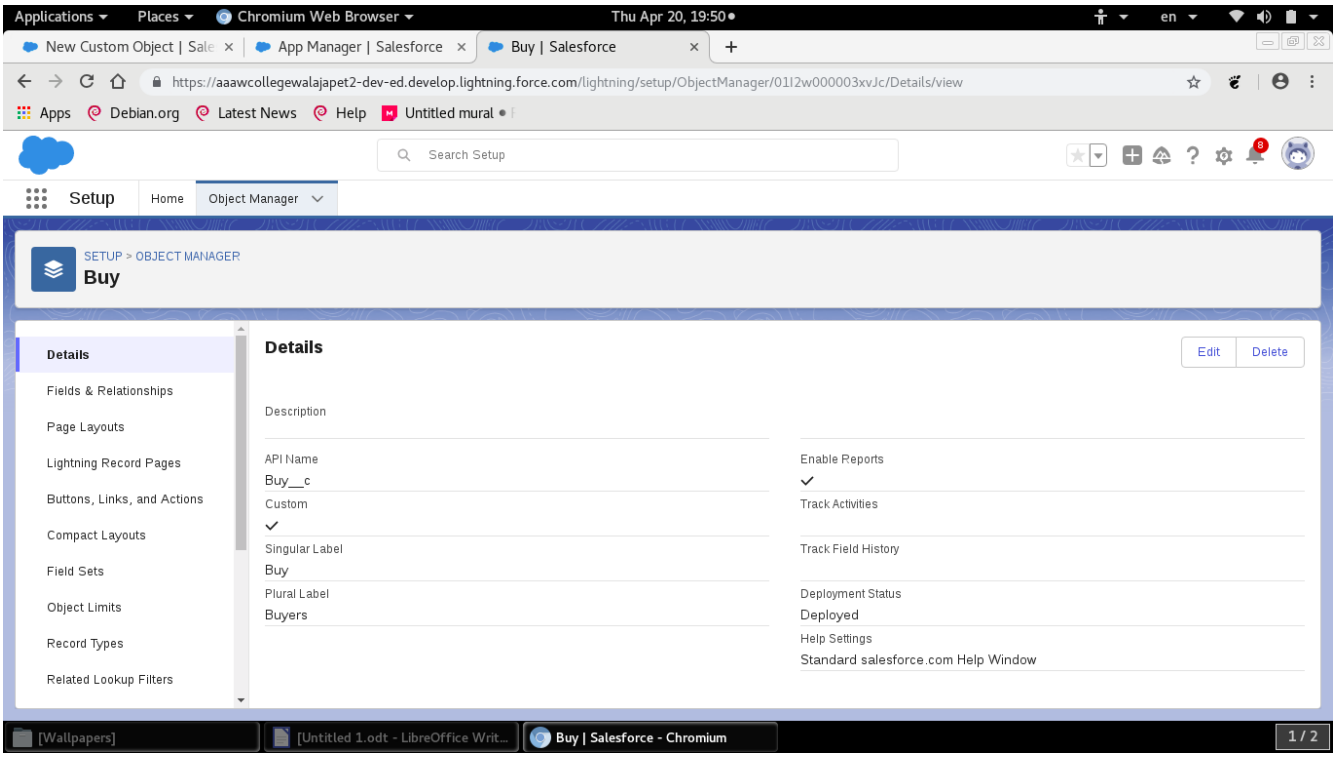


OBJECT:

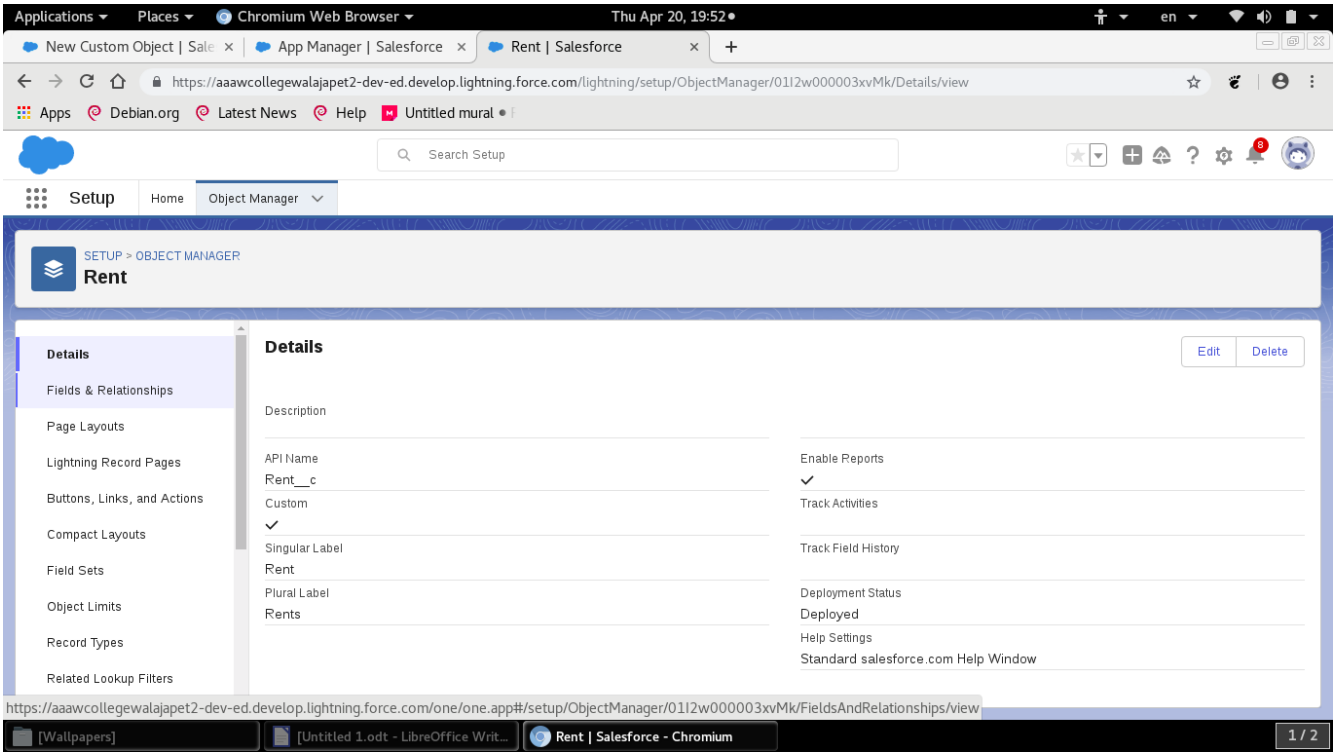
CREATION OF LEAD OBJECT



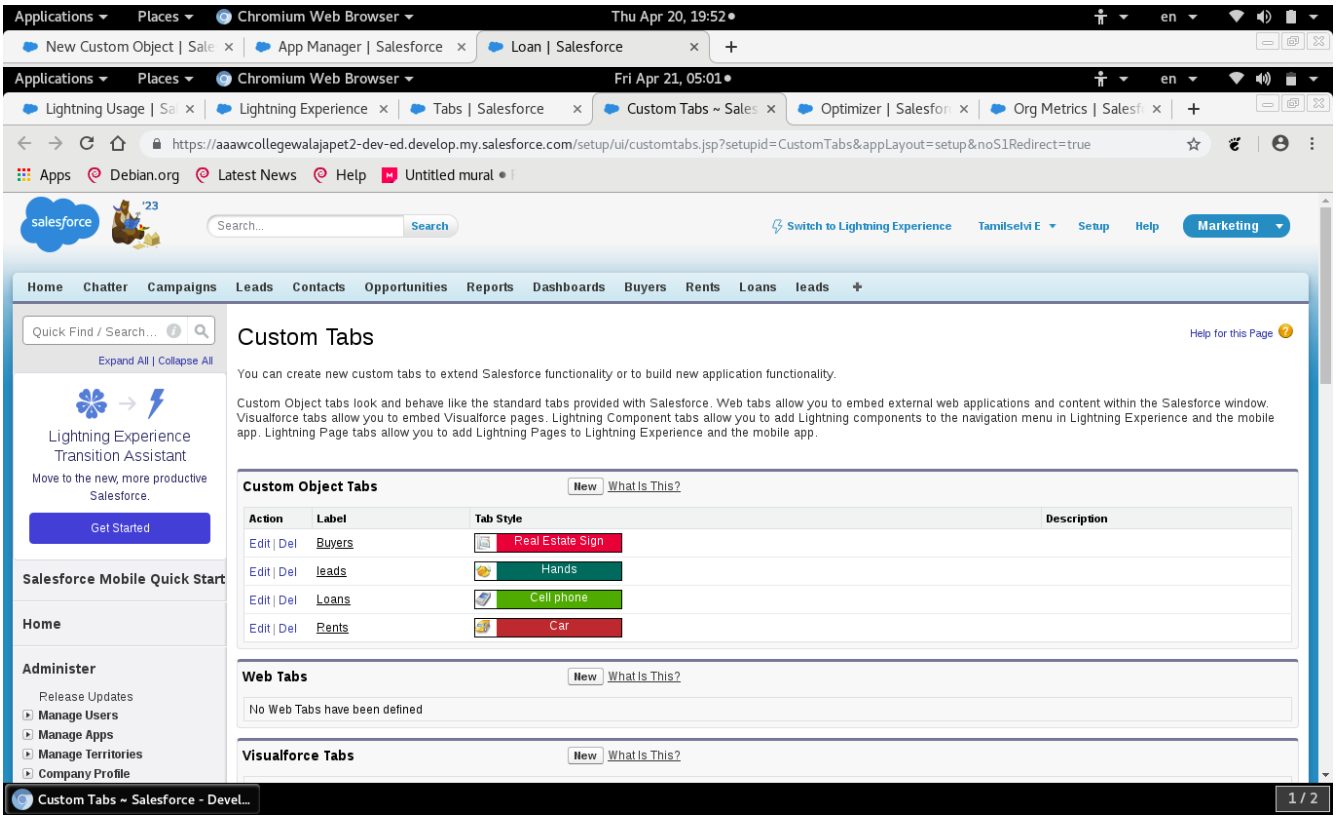
CREATION OF BUY OBJECT



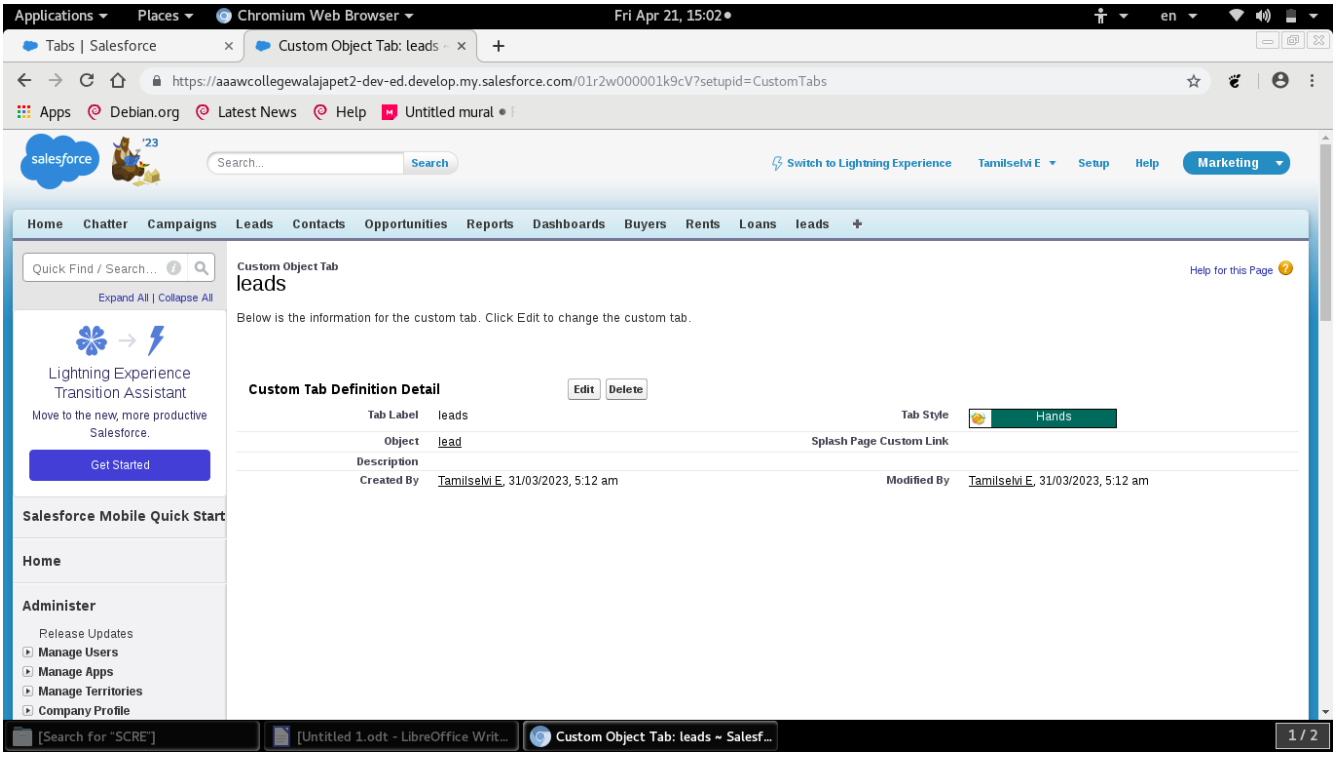
CREATION OF RENT OBJECT



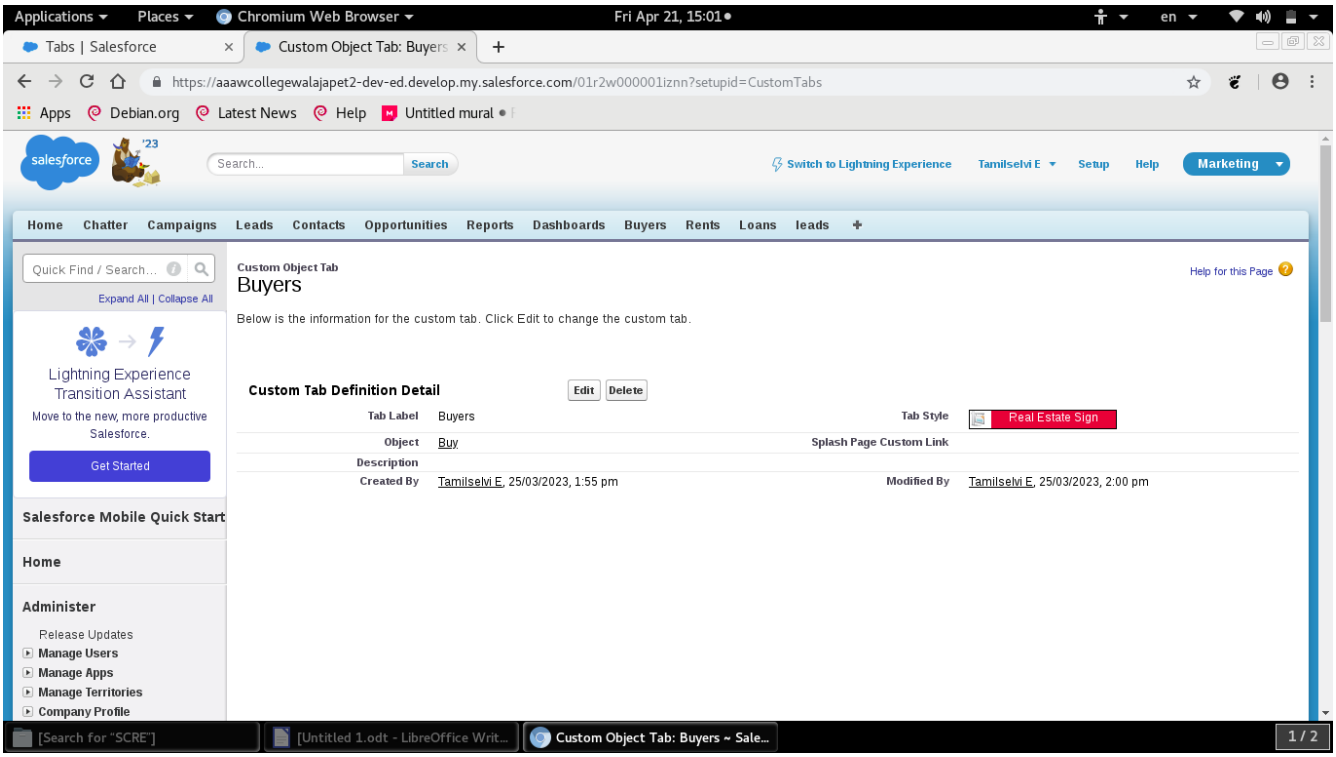
CREATION OF LOAN OBJECT



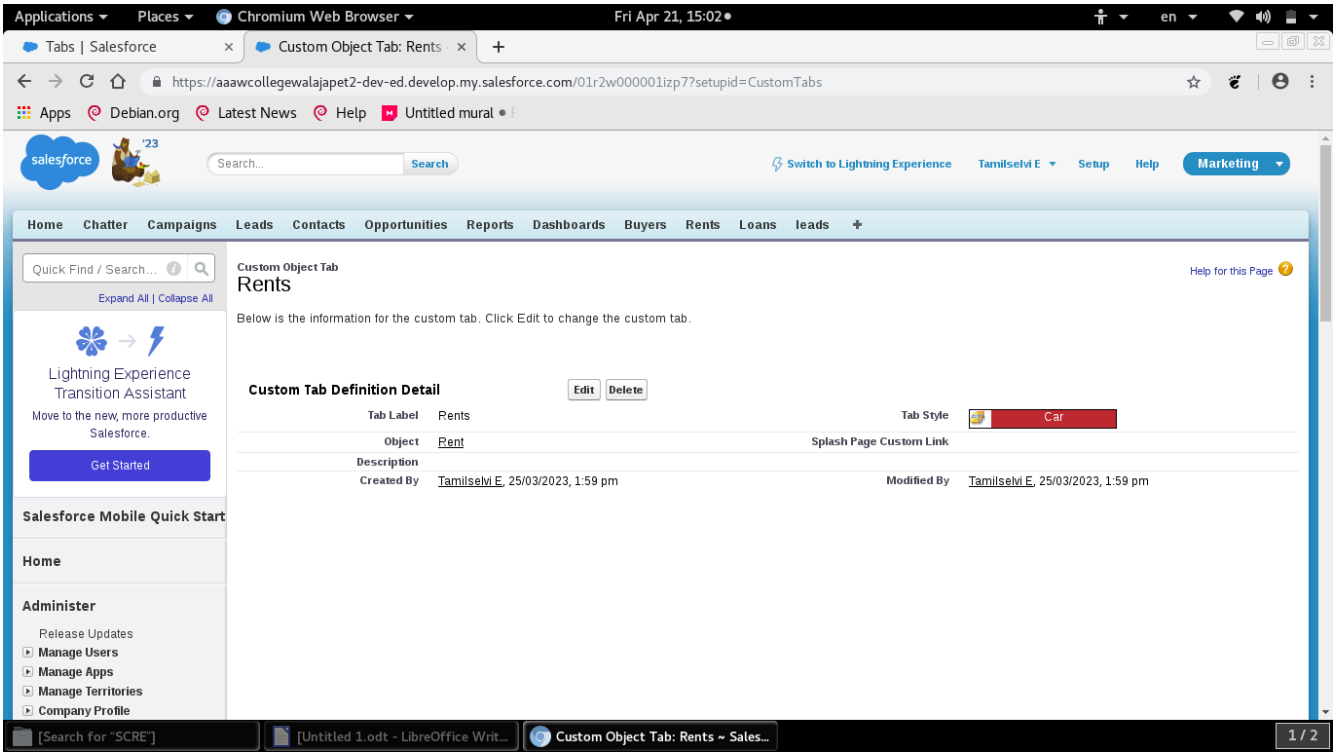
CREATION OF LEAD TABS



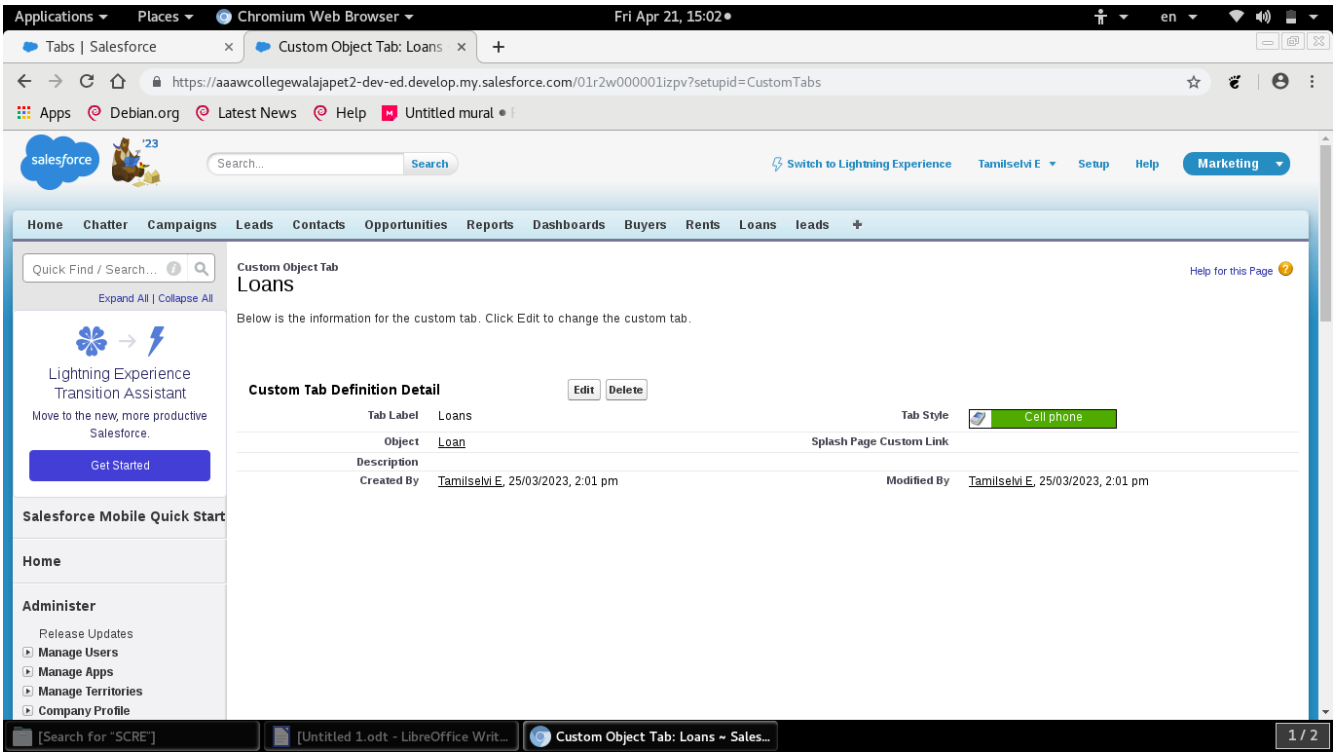
CREATION OF THE BUY TAB



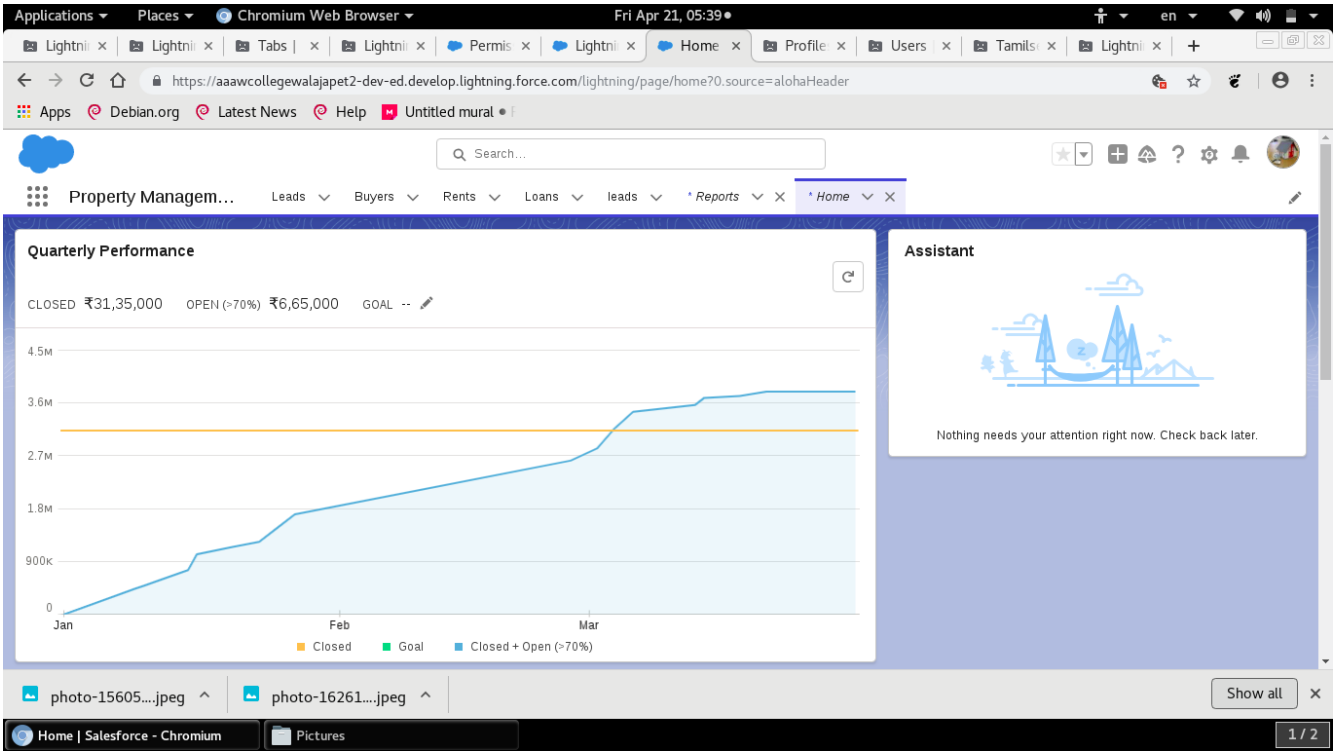
CREATION OF THE RENT TAB



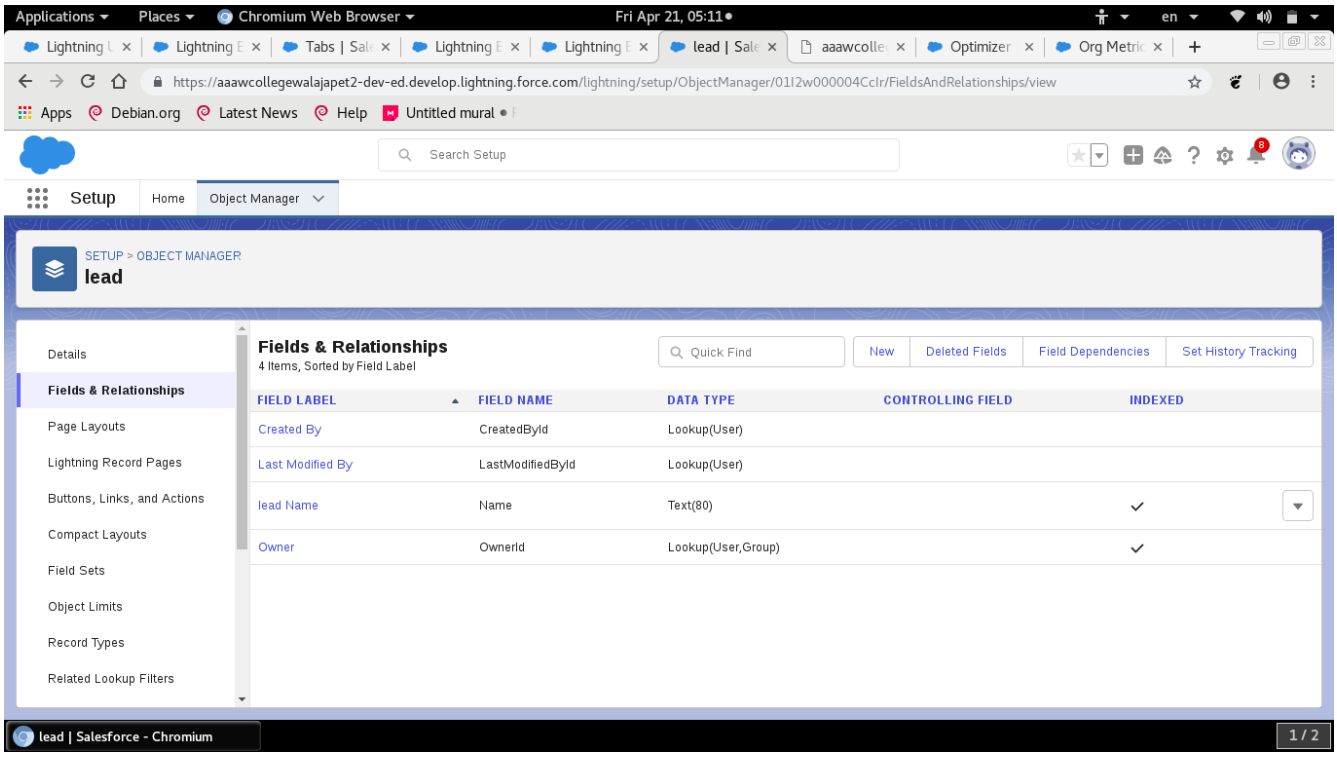
CREATION OF THE LOAN TAB



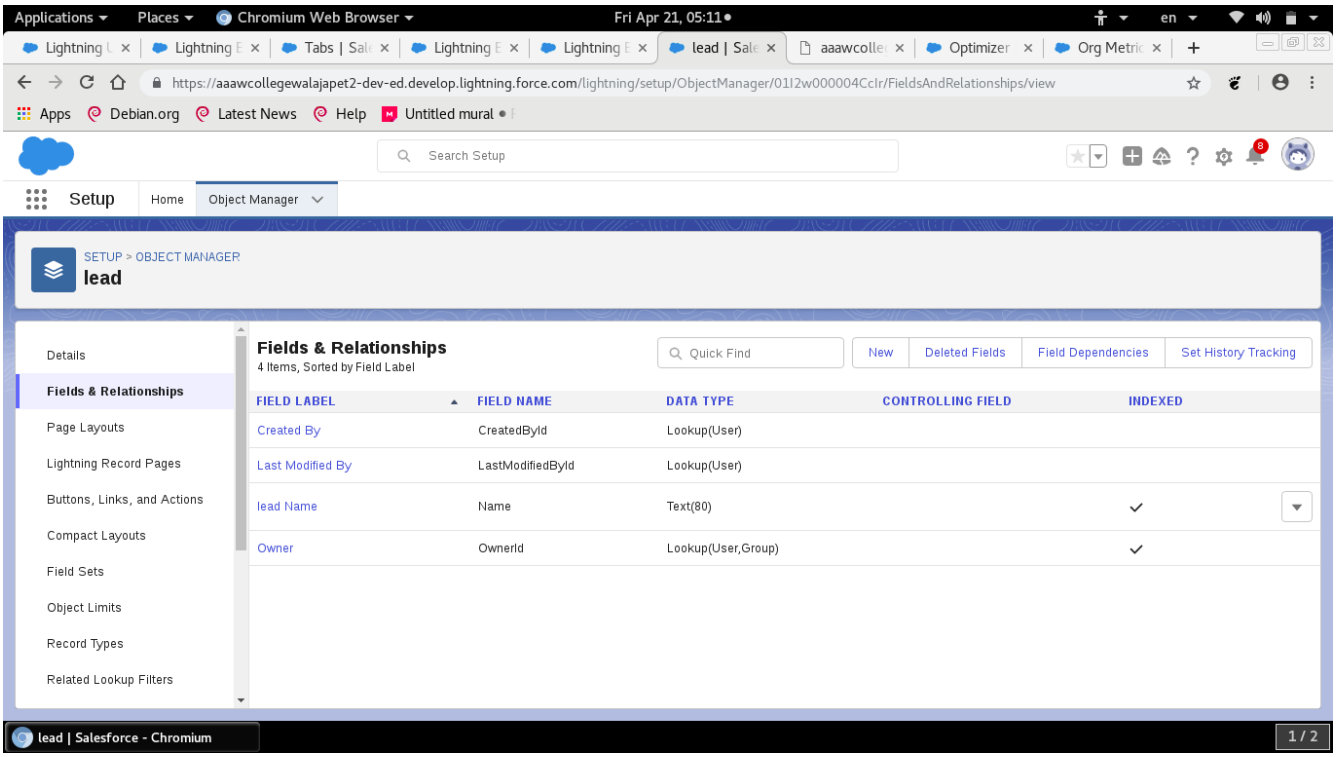
CREATION OF LIGHTNING APP



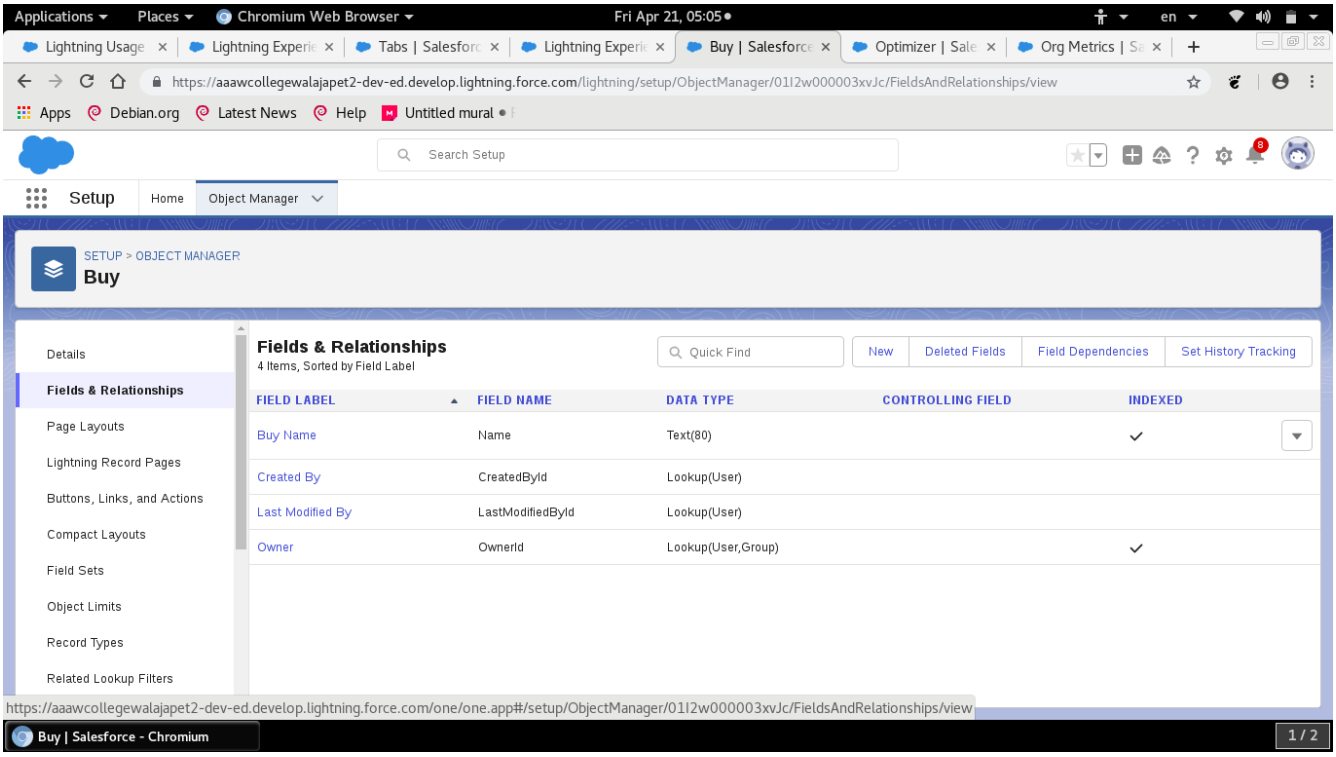
CREATION OF FIELDS



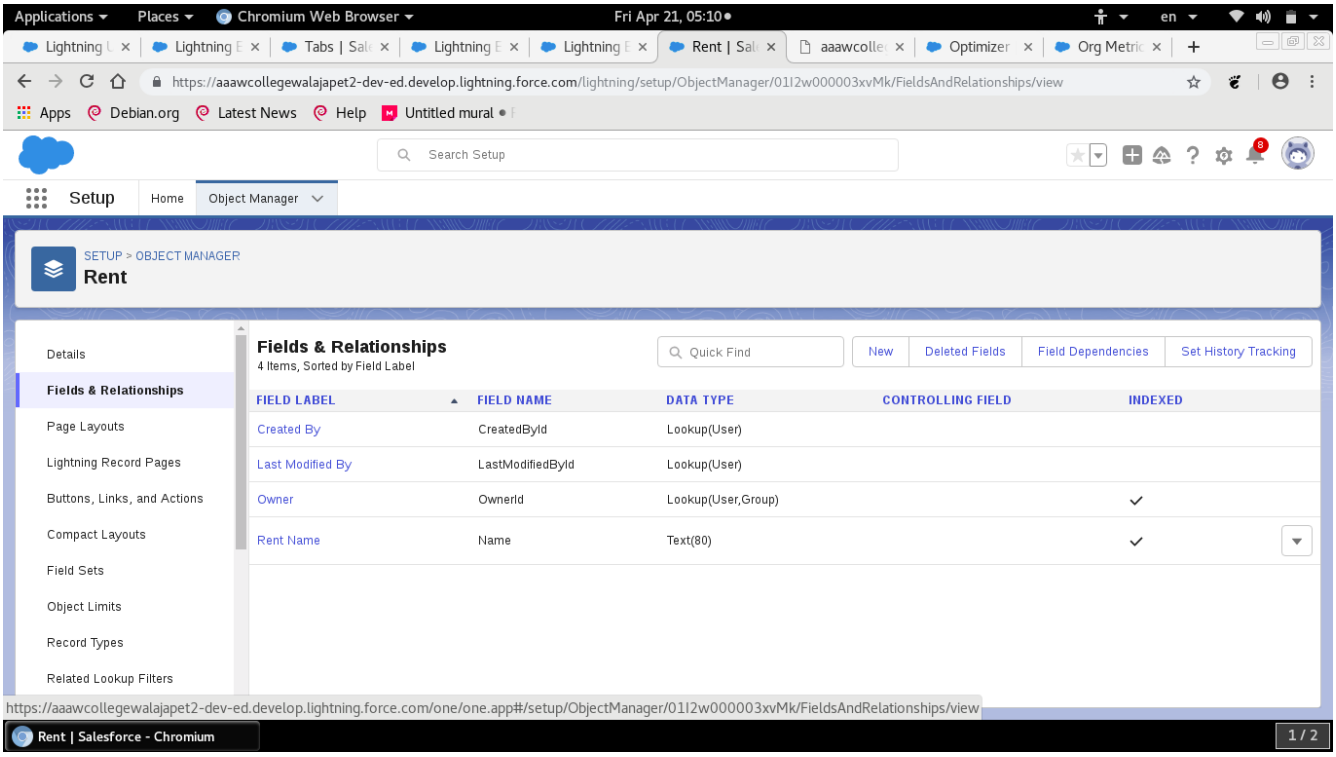
CREATION OF LEAD FIELD



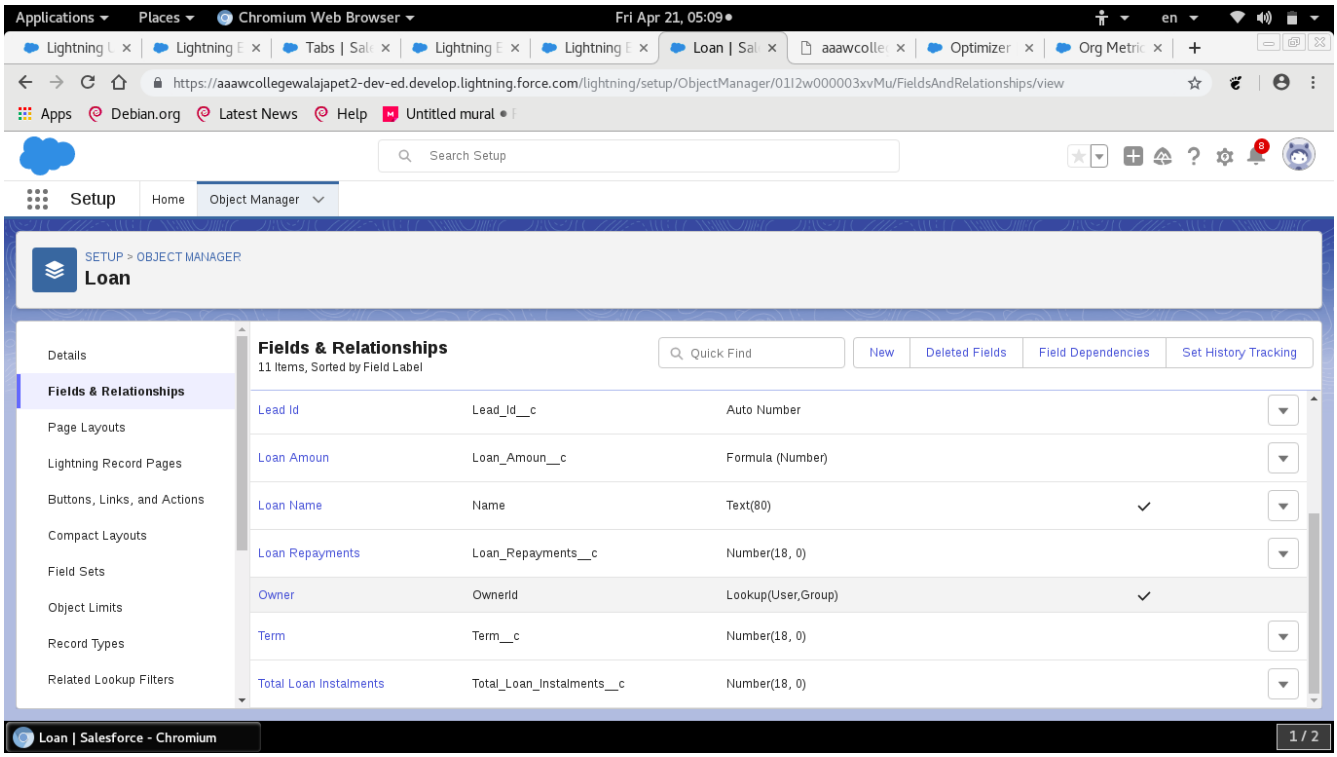
CREATION OF BUY FIELD



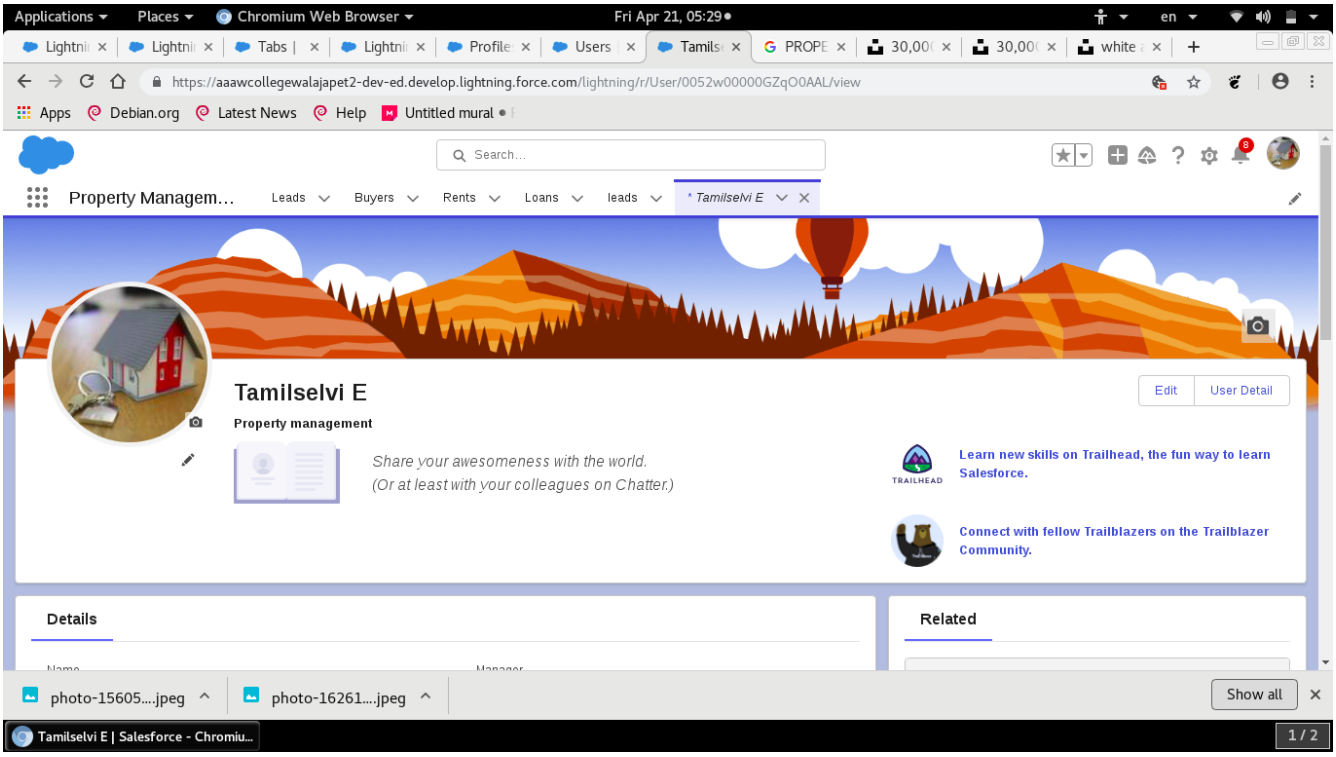
CREATION OF RENT FIELD



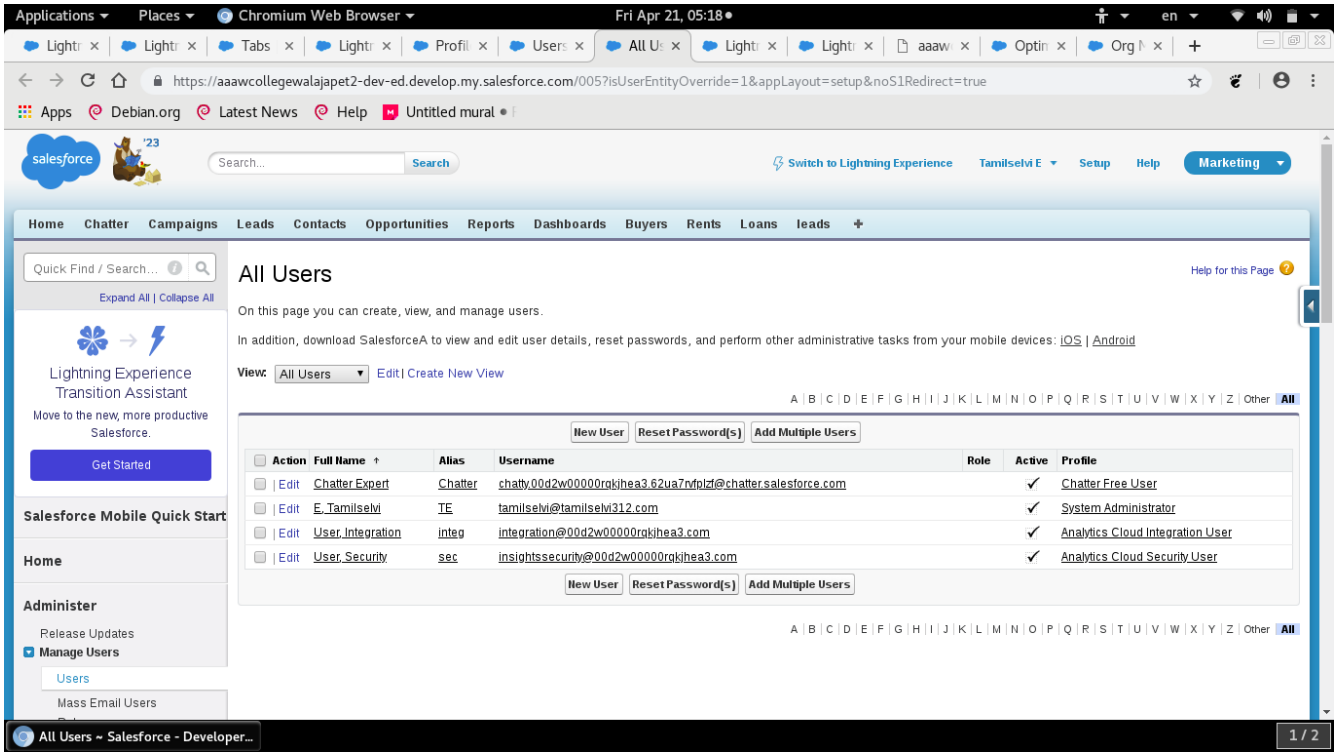
CREATION OF LOAN FIELD



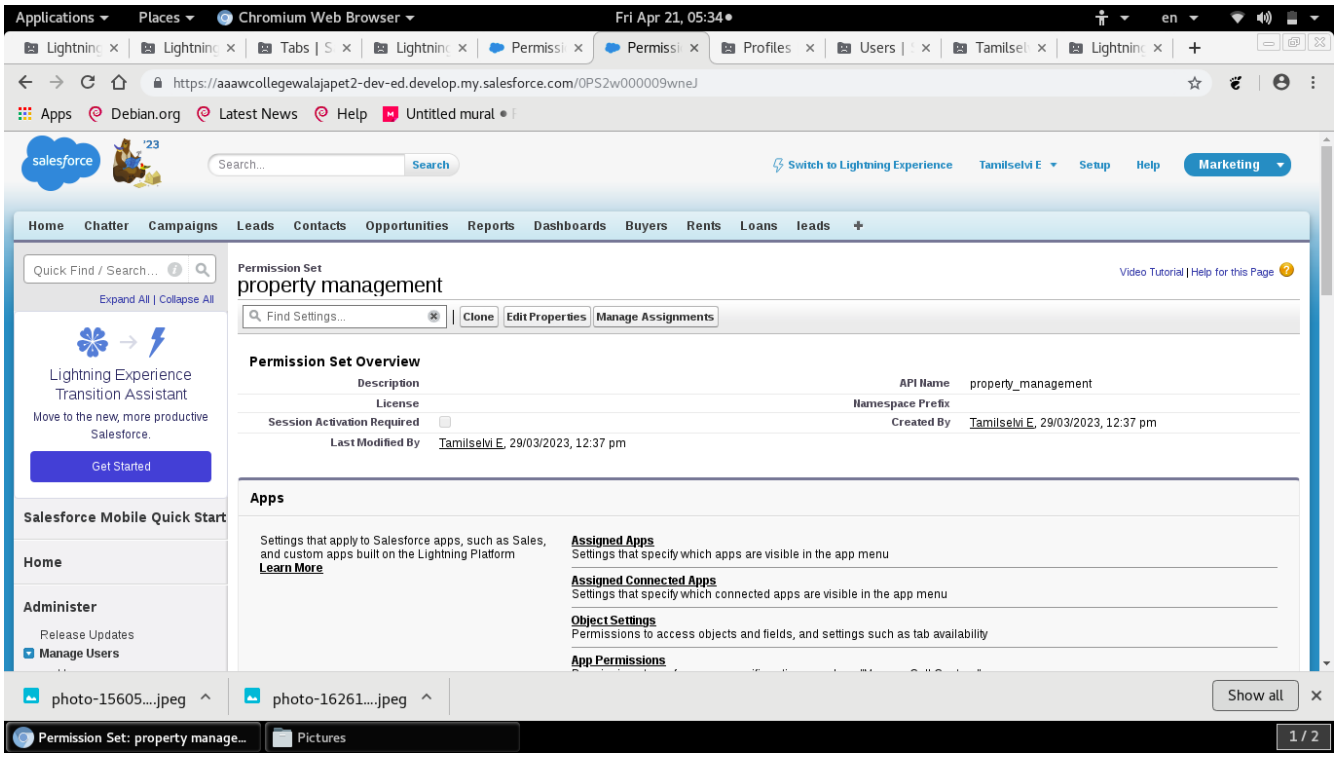
CREATION OF PROFILE

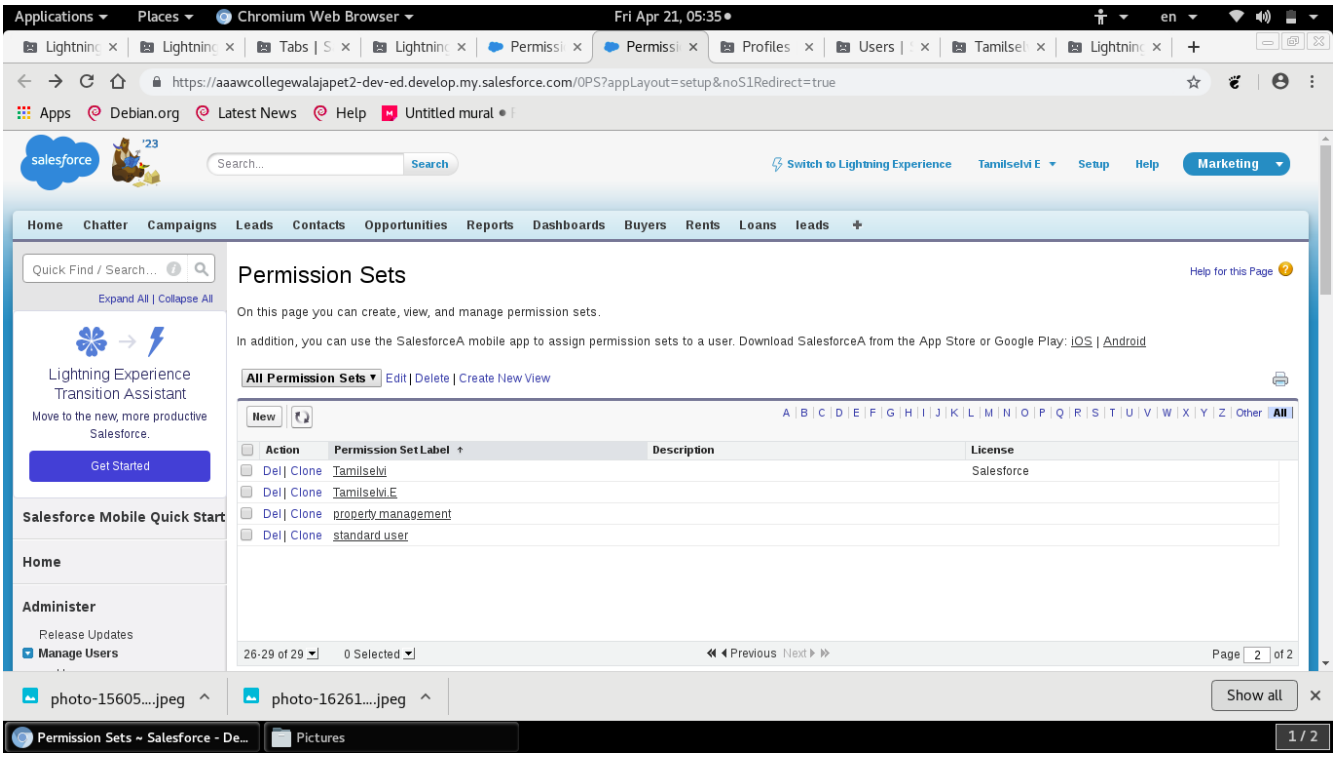


CREATION OF USERS

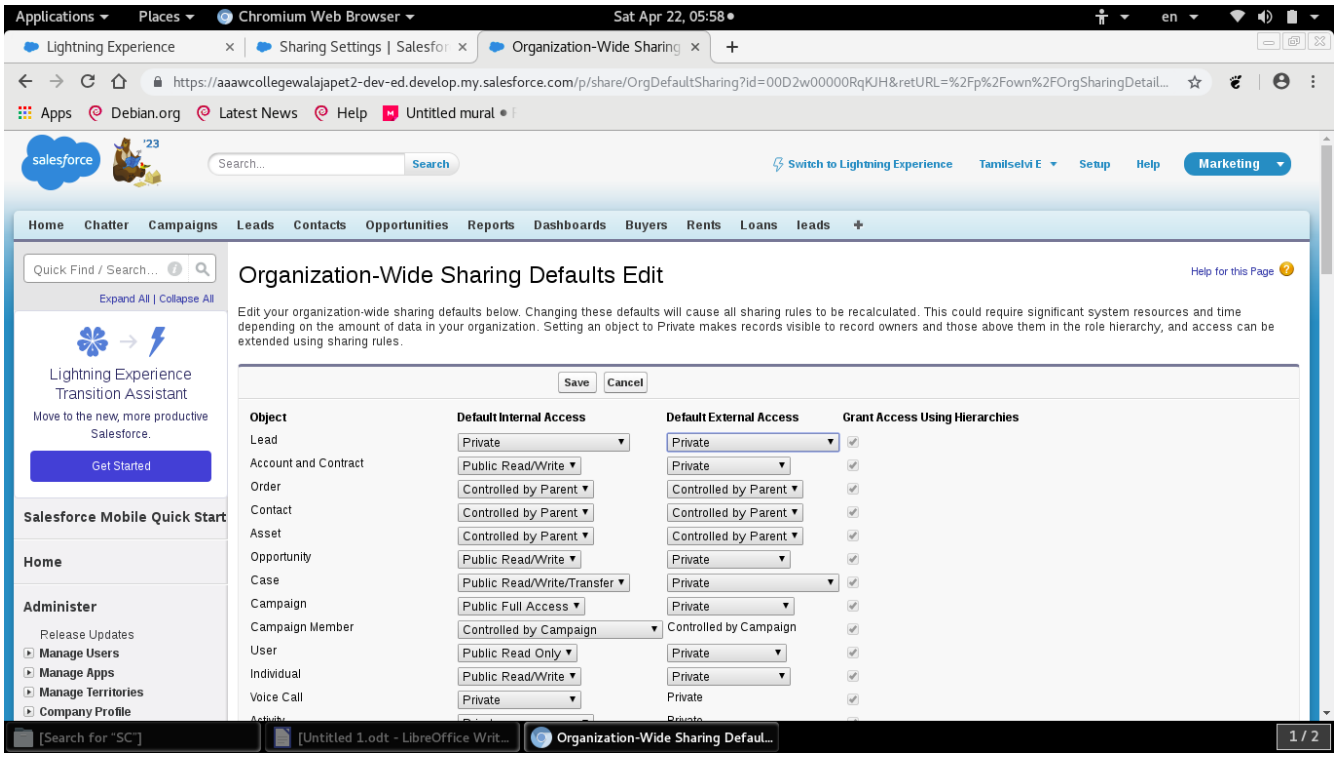


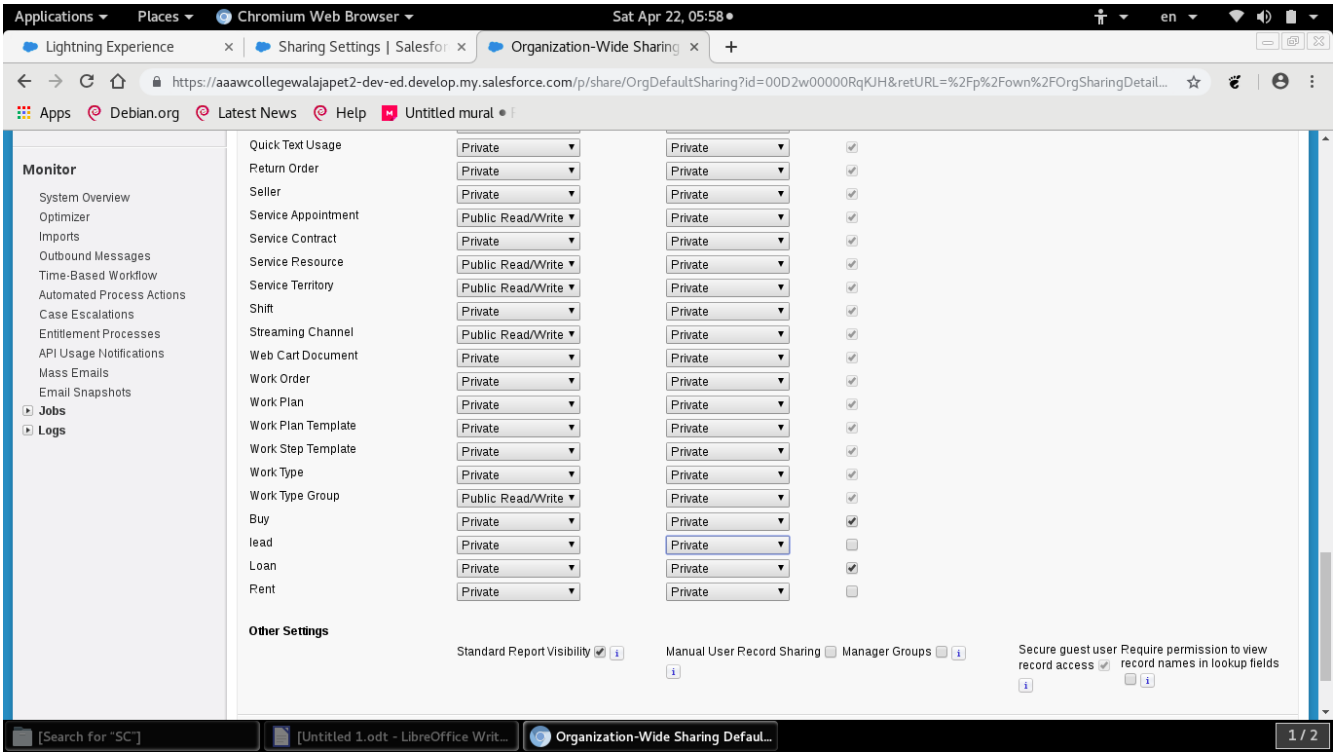
CREATION OF PERMISSION SETS



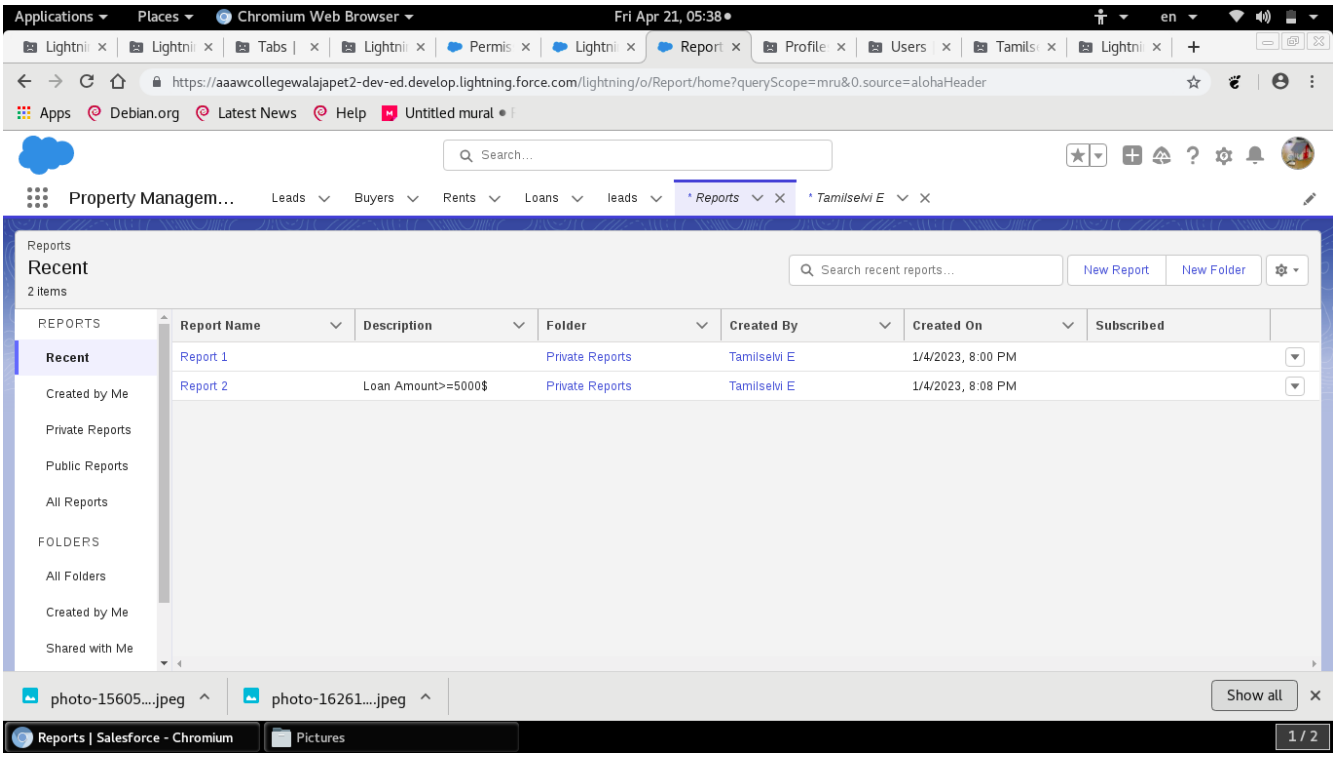


CREATION OF OWD SETTING

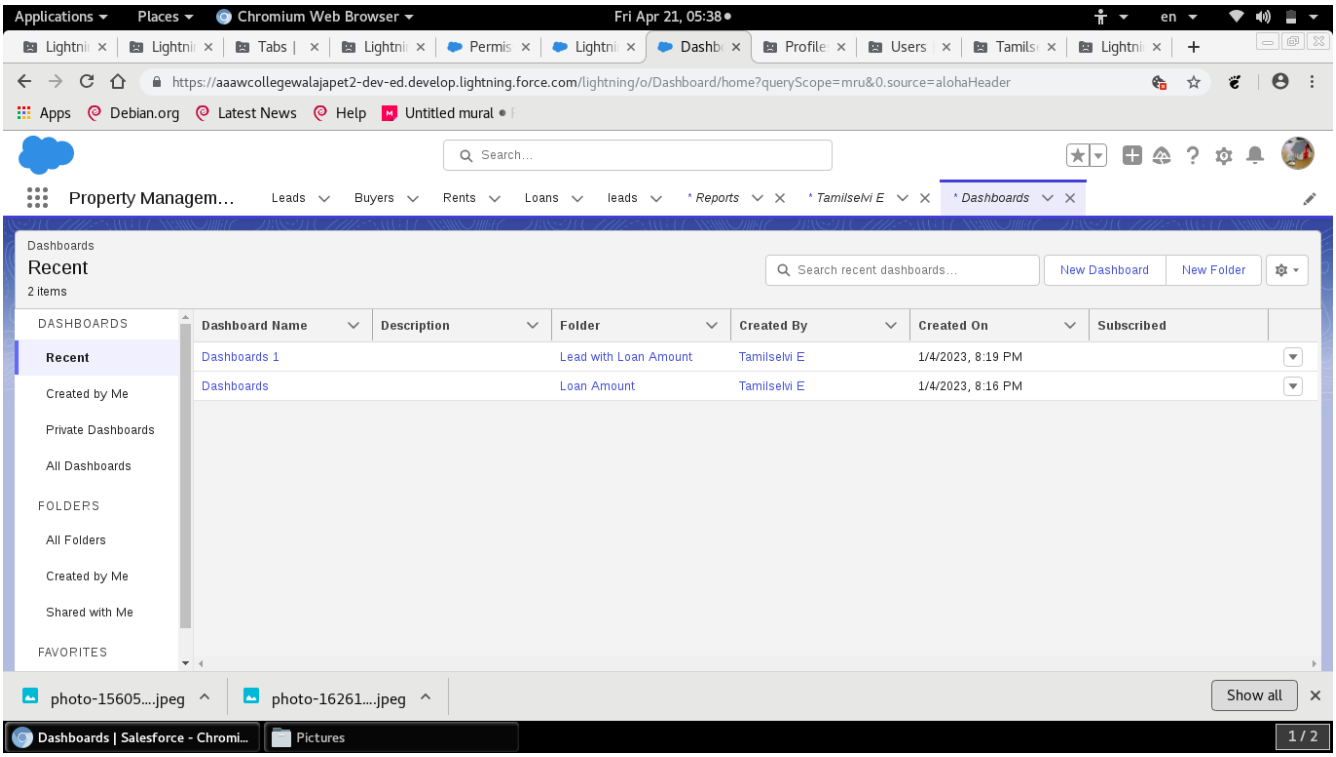




CREATION OF REPORT



CREATION OF DASHBOARDS



4.TRAIL HEAD PROFILE PUBLIC URL

TEAM LEAD – https://trailblazer.me/id/tamie12

TEAM MEMBER 1 – https://trailblazer.me/id/dboopalan2

TEAM MEMBER 2 – https://trailblazer.me/id/thamizh-26

TEAM MEMBER 3 – https://trailblazer.me/id/tbalan9

5.ADVANTAGES & DISADVANTAGES

ADVANTAGES OF PROPERTY MANAGEMENT

By choosing to work with a professional, you are choosing to work with someone who has all the correct knowledge. When you hire experienced property managers,like our team at Harper Properties, you can rest easy knowing that your properties are in the hands of people who know exactly what they are doing.

With our help, your properties will be well taken care of. Furthermore, if any issues arise, we will know exactly how to remedy them.

Whenever your properties are empty, you are losing money. A vacant property means that it isn’t generating any revenue for you, yet it still needs to be maintained.

However, with the help of an intelligent property management of the company, you will experience much less tenant turnover.

This is because property managers know how to advertise your spaces to draw the attention of new tenants, examine new tenants to only find the best ones and then keep your tenants happy once they have moved in.

One of the best advantages of hiring a property manager is that you will be able to enjoy a lot more free time. Instead of stressing over little things, you can trust your manager.

This can do wonders for your mental health and stress levels and give you more time to focus on other things that are special to you.

DISADVANTAGES OF PROPERTY MANAGEMENT

Naturally, you will need to pay your selected property management company.

Even though their services are very helpful, some people may be deterred by their payment. However, it would be best to keep in mind that property managers can save you money by keeping tenants happy and having properties stay vacant for shorter amounts of time.

At Harper Properties, we tend to get our clients better rent returns because we know the market rent due to the volume of rentals we manage. So, often our fees are covered by the increase we are likely to get.

Some landlords prefer to be more involved in their properties, taking care of tenants and maintenance themselves.

However, if you are the kind of property owner who wants to make every little decision, you might have issues with a property manager taking care of things for you.

Although, while this disadvantage is true for many property management companies, here at Harper Properties we encourage our clients to be as involved as they like. So, if you are a landlord who prefers to be hands-on, we will help you by working as an adviser.

No matter what your style of managing is, we will assist you as best as we can to help you get the most out of your property.

5.APPLICATION

A property management system (PMS) is a software application for the operations of hospitality accommodations and commercial residential rental properties. PMS is also used in manufacturing industries, local government and manufacturing. A property management system is sometimes referred to as a hotel operating system or hotel OS.

PMS provides a centralized computer system to organize, schedule and perform the day-to-day functions and transactions involved in accommodations businesses. Computer record keeping and PMS have increased the efficiency of hospitality industries significantly simply by making it possible to update and consult centralized records from multiple computers and devices. PMS solutions have been customized for the needs of the hospitality industry to further increase ease of operations.

Functions managed by a PMS include automation of many common tasks, including:

- **Bookings**

- **Check-in and check-out**
- **Telephone systems integration**
- **Point of sale (POS) integration**
- **Event planning**
- **Food and beverage costing**
- **Hotel inventory supply management**
- **Reporting of key performance indicators (KPI)**
- **Security and room locks**

Local governments sometimes use PMS to manage numerous properties under their care, where centralized and electronic record keeping greatly increases efficiency. Facilities might include schools, sports and recreational facilities, community gardens and parks. In manufacturing, PMS is often used to keep track of materials and supplies, as well as employee-owned property and equipment.

7.CONCLUSION

It has been observed that the Salesforce CRM is the most beneficial tool these days. Cloud computing is the backbone of today's computing. It needs to develop good customer relationships for more profit in the real estate business.

It has been a great learning experience working with her. Special thanks to all the mates for their enthusiastic and generous support through out our research study.

8.FUTURE SCOPE

Property managers' work became very appreciated when the world started to suffer a pandemic. Property managers were underrated until their services were imperative to keep rental properties above water.

The twenty-twenties have assured a new era of property management, and here's what we see now and predict more of in the future of property management.

The pandemic brought on many challenges for not only property managers but their residents as well. Property managers quickly shifted their attention to assist residents in creating payment plans and even helping people file for financial aid.

Taking care of their resident's needs and keeping them safe became imperative when the pandemic was at its peak. This need created a new trend of more empathetic and flexible property managers. This newfound attitude did not harm the profits but helped keep properties occupied and owners happy.