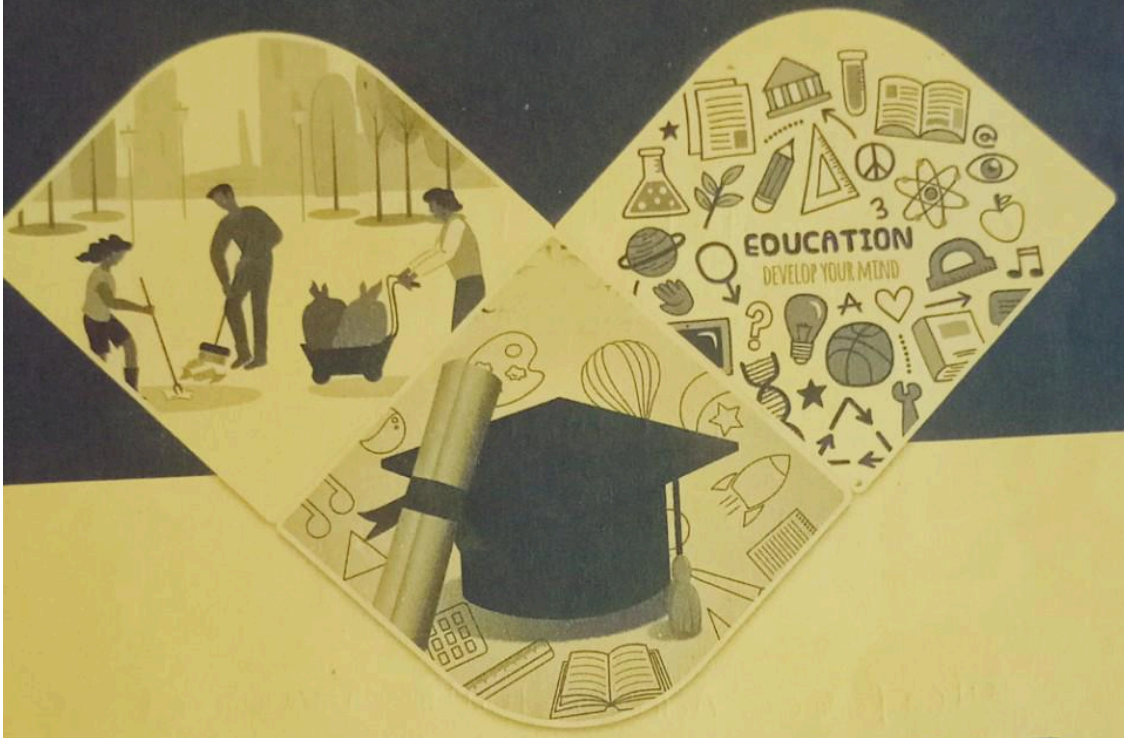
SSSS DEGREE COLLEGE(19769)

Vizianagaram

PROGRAM BOOK



SEMESTER INTERNSHIP

Name
P. padma pavani

Reg. No.
720157105162

ID No.
20-MPC-A-18

Designed & Developed by

ANDHRA PRADESH
STATE COUNCIL OF HIGHER EDUCATION
(A STATUTORY BODY OF GOVERNMENT OF ANDHRA PRADESH)

PROGRAM BOOK FOR

SEMESTER INTERNSHIP

Name of the Student: P. padma priyanka

Name of the College: SSSS DEGREE COLLEGE(19769)

Registration Number: 21B01A05162

Period of Internship: From: To:

Name & Address of the Intern Organization

Sales force - Admin & Leads Transfer

Andhra University

YEAR

An Internship Report on

Sales force Administrator

(Title of the Semester Internship Program)

Submitted in accordance with the requirement for the degree of

final year B.Sc

Under the Faculty Guideship of

(Name of the Faculty Guide)

Department of

sri shiridi sai srinivasa Degree college

(Name of the College)

Submitted by:

pabbireddi padma pavani

(Name of the Student)

Reg.No: 720151105162

Department of B.Sc (chemistry)

sri shiridi sai srinivasa Degree college.

(Name of the College)

Student's Declaration

I, pabbineddi padma pavani a student of _____ Program, Reg. No: 720151105162 of the Department of B.Sc (chemistry) College do hereby declare that I have completed the mandatory internship from _____ to _____ in salesforce administrator (Name of the intern organization) under the Faculty Guideship of _____ (Name of the Faculty Guide), Department of B.sc, chemistry, sri shirdi sai srinivas degree college (Name of the College)

P. padma pavani
(Signature and Date)

Official Certification

This is to certify that pabbineddi padma pavani *(Name of the student)* Reg. No. 720151105162 has completed his/her Internship in salesforce *(Name of the Intern Organization)* on salesforce administrator *(Title of the Internship)* under my supervision as a part of partial fulfillment of the requirement for the Degree of B.sc (chemistry) in the Department of S.S.S.S Degree College *(Name of the College)*.

This is accepted for evaluation.

(Signatory with Date and Seal)

Endorsements

Faculty Guide

Head of the Department 27/7

Principal

PRINCIPAL
SSSS DEGREE COLLEGE
VIZIANAGARAM

Certificate from Intern Organization

This is to certify that pabbireddi padma pavani (Name of the intern) Reg. No 720151105162 of SSSS Degree college (Name of the College) underwent internship in sales force Administrator (Name of the Intern Organization) from _____ to _____

The overall performance of the intern during his/her internship is found to be satisfactory (Satisfactory/Not Satisfactory).

Authorized Signatory with Date and Seal

SSSS DEGREE COLLEGE VIZIANAGARAM

Acknowledgements

The satisfaction that accompanies this successful company test could be incomplete without mention of this people, who made it possible, who constant guidance and encouragement effects via.

I take this opportunities to thank our sir (pratap sir) for providing all facilities by principal sir for help during this project work.

It is great pleasure in expressing deepsense of gratitude to project mentor "pratap" and computer valuable guidance through this course of this project.

Contents

S.NO particulars

1. chapter - 1 - Executive summary
2. chapter - 2 - overview of the organization.
3. chapter - 3 - Internship part
4. chapter - 4 - Fifteen weeks activity logs & weekly reports
5. chapter - 5 - out come description
6. chapter - 6 - student self evaluation
7. chapter - 7 - supervisor evaluation
8. chapter - 8 - photos and video links
9. chapter - 9 - Evaluation
10. chapter - 10 - marks statement.

CHAPTER 1: EXECUTIVE SUMMARY

The internship report shall have a brief executive summary. It shall include five or more Learning Objectives and Outcomes achieved, a brief description of the sector of business and intern organization and summary of all the activities done by the intern during the period.

My undergraduate degree in bachelor of commerce has equified me with this skills required to design quality solution salesforce.com.

Learning outcomes :-

* study this organisation sales of escapes department of to this particular situation,
* Good opportunities to expose the working environment and gain experience before graduated.
* to be an effective excestive in future.
* it started as a consumer relationship management.

CHAPTER 2: OVERVIEW OF THE ORGANIZATION

Suggestive contents

A. Introduction of the Organization
B. Vision, Mission, and Values of the Organization
C. Policy of the Organization, in relation to the intern role
D. Organizational Structure
E. Roles and responsibilities of the employees in which the intern is placed.
F. Performance of the Organization in terms of turnover, profits, market reach and market value.
G. Future Plans of the Organization.

salesforce, this customer success platform and world # 1 CRM.. empowers companies to connect with their customers in a whole new way.

salesforce values :-

→ trust
→ customer success
→ Innovation
→ equalities
→ sustainibilities.

org structure :-

salesforce organisation refers to segmentation of sales team into this speaclize of groupe have we organised your sales team will be by region.

CHAPTER 3: INTERNSHIP PART

Description of the Activities/Responsibilities in the Intern Organization during Internship, which shall include - details of working conditions, weekly work schedule, equipment used, and tasks performed. This part could end by reflecting on what kind of skills the intern acquired.

I have completed my internship work in salesfor-ce organisation. I have done my internship for about 15 weeks. I completed my internship work in my college.

We have done different modules in Administrator catalyst in the smart internz, completed all the modules, After completed of this trailhead Admin catalyst applied for this certificate given out trailhead for this certificate generation your provifisions of network. Be protective and if you are invested to work function

Introduce yourself to people.

ACTIVITY LOG FOR THE FIRST WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	salesforce quick look	learn how salesforce helps you business.	
Day - 2	trailhead quick look.	connect with others trailblazer community	
Day - 3	trailblazer community	learn what trail-head how to gain new skills	
Day - 4	salesforce credentials quick look	learn about the assume worthes on trailhead.	
Day - 5	Set up: Quick look	find your way around setup and manager.	
Day -6	Quick start; Build a salesforce app.	create a simple app by using the API code.	

WEEKLY REPORT

WEEK – 1 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

salesforce quick look to learn, how to salesforce helps your business build stronger relation-ship our customers.

trailhead quick look to learn what trailhead is and how to use it to gain new skills.

trailblazer community quick look to connect with other trailblazer by exploring the trailblazer communites.

Salesforce credentials quick look, to find you way amount situp and use the object manager to create and edit object.

Quick start build a salesforce app in to create a simple app to track visits to your load park.

WEEKLY REPORT

WEEK – 2 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Trailhead play ground management is to create hands on org, practise your salesforces skills and complete the trailhead challenges.

salesforce platform Basics to get introduced to the platform navigate use cases and build custom functionally.

Accounts & contacts for lighting experience is discover how account and contacts work together in salesforce.

salesforce sales cloud basics is show your business boost productivity and make smart decision with sales-fo cloud.

service cloud Basics to super badge your agents with omni-channel tools and an intillige-nt service platform.

service cloud for lighting experience to set up customer to service for your business.

ACTIVITY LOG FOR THE SECOND WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Trailhead playground management.	create hands-on org, practice your salesforce skills.	
Day - 2	salesforce platform Basics.	Get introduced to the platform Navigation.	
Day – 3	Accounts & contacts for lighting experience	Discover how account and contacts work together in salesforce.	
Day – 4	sales cloud Basics	Grow your business boost productivity and make smart decision with sofy cloud	
Day – 5	service cloud Basics.	super badge your agents with channel tools and intelligent service platform	
Day –6	service cloud for lighting experience.	setup customers service for your business.	

WEEKLY REPORT

WEEK – 3 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

customize an org to support a new business unit to have to manage users and optimize your business model for efficiency.

Data modelling is giving your data structure with object, fields and relationship.

Data security is control access to data using point and check security tools.

Data management we learn how to import and export data in salesforce.

Reports and Dashboards for lightning experience to visualize key business matrics in red time using lighting experience.

create Reports and dashboards for sales and marketing managers to track key business information for your stake holders with reports and dash boards.

ACTIVITY LOG FOR THE THIRD WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	customize an org to support a new busine-ss unit.	manage users and optimize your business Mode force efficiency	
Day - 2	Data modelling	Give your data structure with object fields and relationship.	
Day - 3	Data security	control access to data using points and click security tools.	
Day - 4	Data management	learn how to import and export data in salesforce.	
Day - 5	Reports & Dashboards for lightining experi-ence.	visuapize key business matrics in realtime using lightining experience	
Day - 6	create reports and dashboard, for sales and marketing manager	Track key business information for your stake holder-ss with reports & dashboards.	

WEEKLY REPORT

WEEK – 4 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Lightining App Builder build an app for the sales representation in the field no code required.

Approve Records with approval process to ensure that critical records and reviewed by the right people at the right time.

Flow Builder Basics in the explore flow and learn when to use flows to customer your business.

User access specialist superbadge to complete the capstone assemed to earn the user access specialist superbadge.

Security Governance specialist super badge to complete the capstone assements to earn the Governance specialist superbadge.

User authetication specialist superbadge to complete the assement to earn the user Authentication of superbadges.

ACTIVITY LOG FOR THE FORTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Quick Start : lightining App builder.	Build an app for the sales in the field No code required.	
Day - 2	Approve Records with Approval process	Ensure that critical records are review by the right people at the right time.	
Day – 3	Flow builder basics.	explore how builder and learn when to use flows and automate your business	
Day – 4	user access specialist superbage.	complete the cap stong assumed to learn the user account superbadge unit	
Day – 5	security governance specialist superbadge.	complete the capstone accessment to earn the cover access specialist.	
Day –6	user authetication specialist superbadge.	complete the cap stong assessment to earn the user authentication.	

WEEKLY REPORT

WEEK – 5 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Business administrative specialist to brighten up a new business unit with the salesforce tool the team needs to successed.

Lightining experience reports and dashboards specialist in the design powerful report and dashboards to shine a light on your data.

security specialist superbadge in complete the capstone assements to earn the security specialist superbadge.

Admin superset to complete the capstone assessment to earn the admin the superset.

Learn about salesforce and over our values, have to find more information about salesforce products.

Get familar with trailhead to explain what trailhead is what the trailblazer. communites.

ACTIVITY LOG FOR THE FIFTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Business Administration specialist.	Brighten up a New business unit with the salesforce tool team success.	
Day - 2	Lightining experience Reports & dashboards specialist.	Design powerful reports & dashboards to shine a light on your dates.	
Day – 3	security specialist superbadge.	complete the cap stone assessment earn security.	
Day – 4	Admin Superset.	complete the cap stone assessment to earn admin superset.	
Day – 5	learn about salesforce and our values.	find more information about sales force products.	
Day –6	Get familiar with trailhead.	explain what Trailhead is the Trailblazer community.	

WEEKLY REPORT

WEEK – 6 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Explore the Trailblazer community to engage with under the trailblazer in the trailblazer community.

Get familiar with salesforce credentials on trailhead to explain what to superbadges are and certificates.

learn to use set up and the object manager to use set up and the object manager quick find to locate setup pages.

create the trailblazer app to data base to organize information.

Try out the app is you can start by adding a few of the way points in the part that you want to visit.

Add a quick Action is take automatically to create a mobile version of the app.

ACTIVITY LOG FOR THE SIXTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	Explore the Trailblazer community.	Engage with other trailblazers in the trailblazer communities.	
Day - 2	Get familiar with sales-force credentials on Trailhead.	explain what superbadges are and certificates.	
Day - 3	learn to use set up and the object manager	use quick find to locate setup pages.	
Day - 4	create the Trailblazer App	data base to organize information.	
Day - 5	Try out the App	you can start by adding a few of the way points of the part that you visit.	
Day - 6	Add a quick Action.	Automatically create a mobile on Authentication.	

WEEKLY REPORT

WEEK – 7 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

create a Trailhead playground a Difference b/w a Trailhead play ground and a developer edition org.

Get your Trailhead play ground username and password and Rename Trailhead play ground

Install apps and packages in your Trailhead play ground is you're downloading Apps on your phone, tablet, computers and other devices etc.

Get started with the salesforce platform to Define sales-force platform and dream house scenario.

Discover use cases for the plat-form to describe sample use cases for the plat-form.

understand the sales-force architecture is Define key term have to the salerforce archtecture.

ACTIVITY LOG FOR THE SEVEN WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	create a Trailhead play ground.	Difference b/w a trailhead play ground on a developer edition.	
Day – 2	Get your Trailhead play ground username and password.	Rename a Trailhead play ground.	
Day – 3	Install apps and packages in your Trailhead play ground.	your downloading apps on the App on the app manager an App launcher.	
Day – 4	Get started with the sales-force plat-form.	Define salesforce plat-form & Dream House.	
Day – 5	Discover use cases for the plat-form.	Describe sample use cases for the plat-form.	
Day – 6	understand the sales-force architect-ure.	Define key term related to the salesforce.	

WEEKLY REPORT

WEEK – 8 (From Dt..... to Dt : Dt.....)

Objective of the Activity Done:

Detailed Report:

Navigate setup is to local setup and identify its key elements.

power up with app exchange is develop your own app exchange is strategy.

store information about your customer is to describe what a person account is understand account and contact relation ship is to create a hierarchy among related accounts.

Get to know sales cloud to define sales force and the sales cloud.

Grow your business with sales cloud is describe how sales cloud can make your sales team more Productive.

ACTIVITY LOG FOR THE EIGTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Navigate set up	local set up and identify its key elements.	
Day - 2	power up with app exchange	we create the app exchange to develop the strategies.	
Day – 3	store information about the customers.	describe what a person Account	
Day – 4	understand Account and contact Relation-ship	create a hierarchy among related accounts.	
Day – 5	Get to know sales cloud	define CRM, sales force and sales cloud.	
Day –6	Grow your Business with sales cloud.	describe how sales cloud can make your sales team more productive.	

WEEKLY REPORT

WEEK – 9 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Measure sales matrice that matter is to descri-be features of sales cloud fore. coasting

learn about the salesforce plat-form Advantages is to describe the advantages of using the sales-form is plat-form.

Get kno to know the service cloud plat-form is explain what the service cloud plat-form is explain what the service cloud plat-form is

Deliver omnichannel service is describe what omni – channel routing does.

Resolve cases faster in the summarize The benefits of a self service site.

learn about the sales force plat-form advantages to easy to explain the way connectin-g sales and services will help you retain customers.

ACTIVITY LOG FOR THE NINETH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Measure sales matratics that matter	Describe feature of sales cloud force costing.	
Day - 2	Learn about the sales force plat-form Advantages.	Describe the advantages of using the sales-force plat-form.	
Day – 3	Get ~~to~~ to know the service cloud plat-form	Explain what the service cloud plat-form.	
Day – 4	Resolve cases faster	summarize the benfits of a self-service site.	
Day – 5	Deliver omni channel service.	Describe that omni-channel Rosting does.	
Day –6	Learn about the sales force plat-form Advantages.	Explain the connecting sales and services will help you retain customers.	

WEEKLY REPORT

WEEK – 10 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Begin your customers service journeny to describe what service cloud is berefits of lighting service console.

Administrative service cloud is to find the service set up page and process for service cloud.

Automate case management is to assign cases automatically escafate cases when automatically.

create digital our management on multiple channels is describe the channels for support for customer.

Manage chatter is they can see updates in their chatter feed, including field changes etc.

ACTIVITY LOG FOR THE TENTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Begin your customer service journey.	Describe what service clouds benifits.	
Day - 2	Administer service cloud.	find the service set up page and process for service cloud.	
Day – 3	Automate case management	Assign cases Auto-matically escatate cases when auto-mationing	
Day – 4	create digital oxs agrement on multiple channels.	Describe the channels for customer support	
Day – 5	manage user Access.	To create a new user is informati-on into your sales force.	
Day –6	Manage chatter.	They can see updates in their chatter feed including field design.	

WEEKLY REPORT

WEEK – 11 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Modify your data model is the create a custom support plan start date field for her team.

configure an email letterhead and template is the letterhead for her teams HTML email template

Automate your business process to establish case rules so billing cases are routed to the correct queue.

understand custom & standard object on describe the perks of using object on the salesforce plat-form.

create the object relationship to create or modify a look up relationship and master-details

work with schema builder is to use schema builder to create a schema for a given object model.

ACTIVITY LOG FOR THE ELEVENTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	Modify your data model	To create a custo-mer support plan start date field for her team	
Day - 2	configure an email letterhead and template	To letter head for her teams HTML email template.	
Day – 3	Automate your business process.	To establish case rules so billing cases are revoted to the correct	
Day – 4	understand custom & standard objects.	describe the perks of using objects on the sales-force platform	
Day – 5	create object Relationships	Create or modify a look up relation-ship and master-details.	
Day –6	work with a schema Builder	use schema build-er to create a schema of a object models	

ACTIVITY LOG FOR THE TWELVETH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	overview of Data security.	list the four level at which you can control data access.	
Day - 2	control Access to The org	set password policies.	
Day - 3	control Access to object	view all assign-ment user in a profile.	
Day - 4	control access to fields	view and edit field-level security settings.	
Day - 5	control access to Records	set org-wide sharing defaults to control access to records.	
Day -6	create a role Hierarchy	explain how a role hierarchy is different from an org chart.	

WEEKLY REPORT

WEEK – 12 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

overview of data security is a list the four level at which you can control data access.

control access to the org to set password policies.

control access to field to view and edit field level security settings.

control access to record to set org-wide sharing default to control access to records.

create a role hierarchy to explain how a role hierarchy is different from an org chart.

ACTIVITY LOG FOR THE THIRTEENTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	Import data	CSV file using the data Import wizard.	
Day - 2	export data	export data manually using the data export service.	
Day - 3	Create reports with the Report Builder	use drag and drop report builder.	
Day - 4	format reports	create a matric report.	
Day - 5	visualite your data with the lighting dash board builder	create a dash board and under lying report.	
Day - 6	Extend your reporting strategy with App Exchange	Install All reports and dash board packages from App Exchange.	

WEEKLY REPORT

WEEK – 13 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

Import data is the CSV file using the notes import wizard.

Export data is the manually the data export service.

Create reports with the reports builder use drag and drop report builder.

Format reports to create a matrix reports.

visualize your data with the lightining dashboard builder to create a dash board and under lying exports.

Extend your reporting strategy with App exchange is to install a report and dashboard and underlying exports.

Extend your reporting strategy with App exchange is to install a report and dashboard package from app exchange.

ACTIVITY LOG FOR THE FOURTEENTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day - 1	create reports and dash boards folders.	visibility into data, time, savings, flexibility.	
Day - 2	create a simple custom report s.	The role of CFU with your profile cut reports data is view able.	
Day - 3	filter your reports	An Annual revenue of 52 million and up	
Day - 4	Group and categorize your data.	opportunities by report to group by The colender month.	
Day - 5	use summary formula in your reports	rep report to display closed opportunities by sales rep	
Day -6	Manage reported data.	The users not logged in last 7 days reports.	

WEEKLY REPORT

WEEK – 14 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

create reports & dashboards folders visibility into data, time savings, flexibility.

create a simple reports in the role of C.E.O with your profile so all reports data is viewable.

Filter your reports in an annual renue of 5 & millions an up

Group and categorize your data is opportuni-ties by Rep reports to display closed opportu-nites by sales Rep.

use summary formulas in your reports in the sales rep.

Manage reported data in the users not logged in last 7 days reports.

WEEKLY REPORT

WEEK – 15 (From Dt..... to Dt.....)

Objective of the Activity Done:

Detailed Report:

create your first page to a lighting page is a container for lighting components.

Add more components is to configure to display recent opportunities and lead.

Add Quick Actions and activate the app to makes it available to mobile users.

Go with the flow the identify opportunities to improve business processes with automation.

meet flow builds is to describe the building blocks of a flow.

learn about the flow variable the understand how ~~var~~ the variable work different types of variables.

ACTIVITY LOG FOR THE FIFTEENTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1	create your first page.	A lightining page is a container for lightining components.	
Day - 2	Add more components	configure to display recent opportunities and lead.	
Day – 3	Add Quick Actions and activate the App.	to makes it available to mobile users.	
Day – 4	Go with the flow	identify opportunities to improve business process with automation	
Day – 5	meet flow builder	describe the building blocks of a flow	
Day –6	learn about flow variables.	understand how variables work different types of variables.	

CHAPTER 5: OUTCOMES DESCRIPTION

Describe the work environment you have experienced *(in terms of people interactions, facilities available and maintenance, clarity of job roles, protocols, procedures, processes, discipline, time management, harmonious relationships, socialization, mutual support and teamwork, motivation, space and ventilation, etc.)*

salesforce internship helped me to develop my interaction skills with other people during this work I could communitate with other people in better way our college provided but facilites for our internship work such as providing systems and labs do our internship work. we have the protocols to complete their internship firstly we have to launch challenges and complete their challenges in playground and check on challenge the get points we helped each other to complete the paternship.

Describe the real time technical skills you have acquired *(in terms of the job-related skills and hands on experience)*

Apex :-

Developed various apex classes and triggers for department function requirement this apex is helpful to complete class and modules.

Java :-

Integrating side instance with external system API & soap modules.

SQL :-

we used inside the apex controllers classes and triggers to get the optmise result for the this organization.

custom objects :-

Designed and deployed custom objects custom tabs validation rules and auto response rules for automation modules.

Describe how you could improve your communication skills *(in terms of improvement in oral communication, written communication, conversational abilities, confidence levels while communicating, anxiety management, understanding others, getting understood by others, extempore speech, ability to articulate the key points, closing the conversation, maintaining niceties and protocols, greeting, thanking and appreciating others, etc.,)*

* Listening the words of other persons and giving report or response after listening their communication
* Body language matters how much I am listening how I am interested for work.
* Having written communication while developing program.
* Treating everyone equally with respect etc.
* greeting them in polite when they appeared infront of me.
* Ability to articulate errors etc.
* I have developed the conventional my own self.

Describe the managerial skills you have acquired *(in terms of planning, leadership, team work, behaviour, workmanship, productive use of time, weekly improvement in competencies, goal setting, decision making, performance analysis, etc.*

* communication create a post environment.
* Respect for this company members employes and friends.
* perfusion : difficult task solved with help of guides.
* Trust is build on communication mutual respect and values.
* self-control fostering environment of learning.
* macro management helps me short term this work.
* preparation of launch or pre-work will be done before starting.
* planning is a visal aspect within an organization. It refers to one's ability to organize.

Describe how could you could enhance your abilities in group discussions, participation in teams, contribution as a team member, leading a team/activity.

* They are sevetral skills to efficently and positively intract with team members archieved,

* Leadership skills and gain guidance from someone who you and more professionally.

* good management skills are vitcal for any organizati-on to succed goals and objects.

* Technical skills involve skills are vitcal for any managers This ability the knowledge to use variety of techniques their objective.

* The manager is able to see an entire concept, analize and diagnose a problem and find creative solutions.

Describe the technological developments you have observed and relevant to the subject area of training *(focus on digital technologies relevant to your job role)*

* Describe the technology the internship aquire technological development such as automation using digital.
* platforms and also innovations and also this fundamental work understanding automation enabled.
* learning new skills from the sales force virtual internship modules.
* greeting them in polite when they appeared infront them.
* Ability to architecture other errors etc.
* I have developed the conversational abilities by own my self.
* Appeting friends and others success in the internship modules.

Student Self Evaluation of the Short-Term Internship

Student Name: P. padma pavani **Registration No:** 720151105162

Term of Internship: 4 Month **From:** **To :**

Date of Evaluation:

Organization Name & Address: salesforce Administrator

Please rate your performance in the following areas:

Rating Scale: **Letter grade of CGPA calculation to be provided**

1	Oral communication	1	2	3	4	5
2	Written communication	1	2	3	4	5
3	Proactiveness	1	2	3	4	5
4	Interaction ability with community	1	2	3	4	5
5	Positive Attitude	1	2	3	4	5
6	Self-confidence	1	2	3	4	5
7	Ability to learn	1	2	3	4	5
8	Work Plan and organization	1	2	3	4	5
9	Professionalism	1	2	3	4	5
10	Creativity	1	2	3	4	5
11	Quality of work done	1	2	3	4	5
12	Time Management	1	2	3	4	5
13	Understanding the Community	1	2	3	4	5
14	Achievement of Desired Outcomes	1	2	3	4	5
15	**OVERALL PERFORMANCE**	**1**	**2**	**3**	**4**	**5**

Date:

P. padma pavani
Signature of the Student

Evaluation by the Supervisor of the Intern Organization

Student Name: P. padma pavani **Registration No:** 720151105162

Term of Internship: **From:** **To :**

Date of Evaluation:

Organization Name & Address: sales-force administrator.

Name & Address of the Supervisor with Mobile Number

Please rate the student's performance in the following areas:

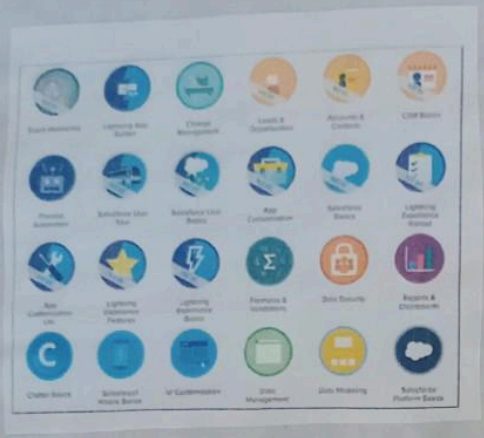
Please note that your evaluation shall be done independent of the Student's self-evaluation

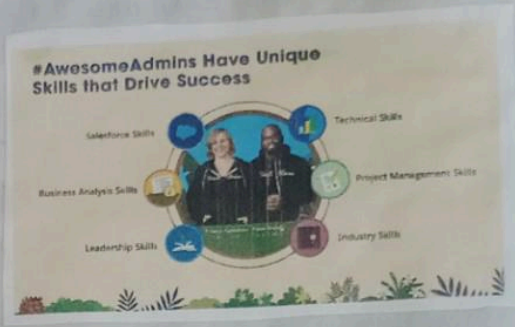
Rating Scale: 1 is lowest and 5 is highest rank

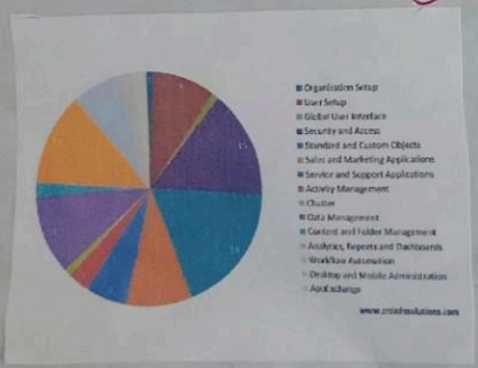
1	Oral communication	1	2	3	4	5
2	Written communication	1	2	3	4	5
3	Proactiveness	1	2	3	4	5
4	Interaction ability with community	1	2	3	4	5
5	Positive Attitude	1	2	3	4	5
6	Self-confidence	1	2	3	4	5
7	Ability to learn	1	2	3	4	5
8	Work Plan and organization	1	2	3	4	5
9	Professionalism	1	2	3	4	5
10	Creativity	1	2	3	4	5
11	Quality of work done	1	2	3	4	5
12	Time Management	1	2	3	4	5
13	Understanding the Community	1	2	3	4	5
14	Achievement of Desired Outcomes	1	2	3	4	5
15	**OVERALL PERFORMANCE**	**1**	**2**	**3**	**4**	**5**

Date: **Signature of the Supervisor**

PHOTOS & VIDEO LINKS







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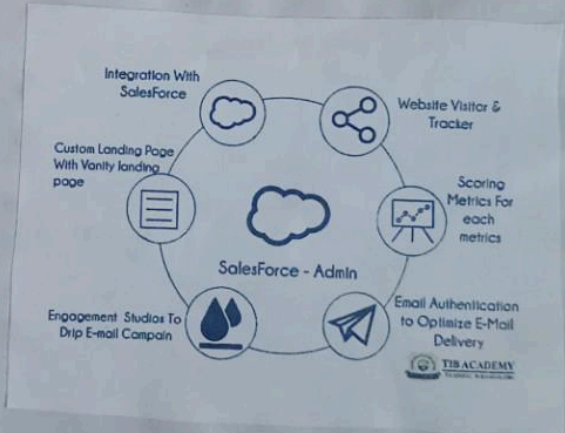
Integration With SalesForce
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Custom Landing Page With Vanity landing page
Scoring Metrics For each metrics
SalesForce - Admin
Engagement Studios To Drip E-mail Campain
Email Authentication to Optimize E-Mail Delivery
TIB ACADEMY

INTERNAL ASSESSMENT STATEMENT

Name Of the Student: pabbireddi padmapavani
Programme of Study: 2020 - 2023 (sales-force)
Year of Study: final year (2023)
Group: B.Sc (M.P.C)
Register No/H.T. No: 720151105162
Name of the College: sri shirdi sai srinivasa degree college
University: Andhra university

Sl.No	Evaluation Criterion	Maximum Marks	Marks Awarded
1.	Activity Log	10	10
2.	Internship Evaluation	30	28
3.	Oral Presentation	10	10
	GRAND TOTAL	50	48

Date:

Signature of the Faculty Guide

EXTERNAL ASSESSMENT STATEMENT

Name Of the Student: pabbireddi padma pavani
Programme of Study: 2020 - 2023 (sales force)
Year of Study: final year
Group: B.SC chemistry (MPC)
Register No/H.T. No: 720151105162
Name of the College: Sri shirdi sai srinivasa degree college
University: Andhra university.

Sl.No	Evaluation Criterion	Maximum Marks	Marks Awarded
1.	Internship Evaluation	80	78
2.	For the grading giving by the Supervisor of the Intern Organization	20	20
3.	Viva-Voce	50	48
	TOTAL	150	146
GRAND TOTAL (EXT. 50 M + INT. 100M)		**200**	194

Signature of the Faculty Guide

Signature of the Internal Expert

Signature of the External Expert

Signature of the Principal with Seal

PRINCIPAL
SSSS DEGREE COLLEGE
VIZIANAGARAM

ANDHRA PRADESH
STATE COUNCIL OF HIGHER EDUCATION
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2nd, 3rd, 4th and 5th floors, Neeladri Towers, Sri Ram Nagar, 6th Battalion Road
Atmakur (V)Mangalagiri (M), Guntur, Andhra Pradesh, Pin - 522 503
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