Project Report Template

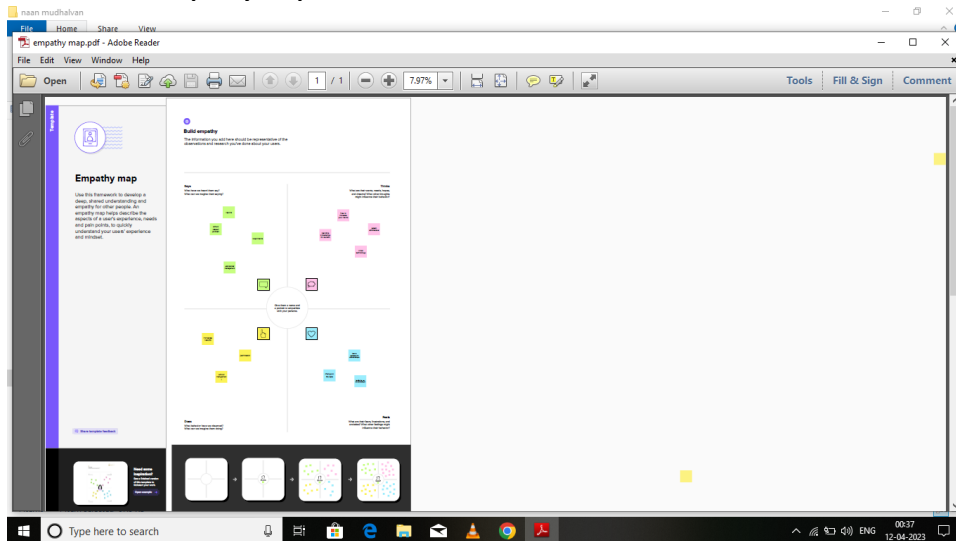## 1   INTRODUCTION

1.1 Overview

A brief description about your project a CRM application for Schools /college

1.2 Purpose

The use of this project helps you to maintain and manage the school related problems

2   Problem Definition & Design thinking

2.1 Empathy Map

Paste the empathy map screenshot

2.2 Ideation &Brainstorming Map

Paste the Ideation & brainstorming map screenshot

3   RESULTS

3.1 Data Model:

Object name	Fields in the Object	
School Object	Field label	Data type
	Address	Text Area

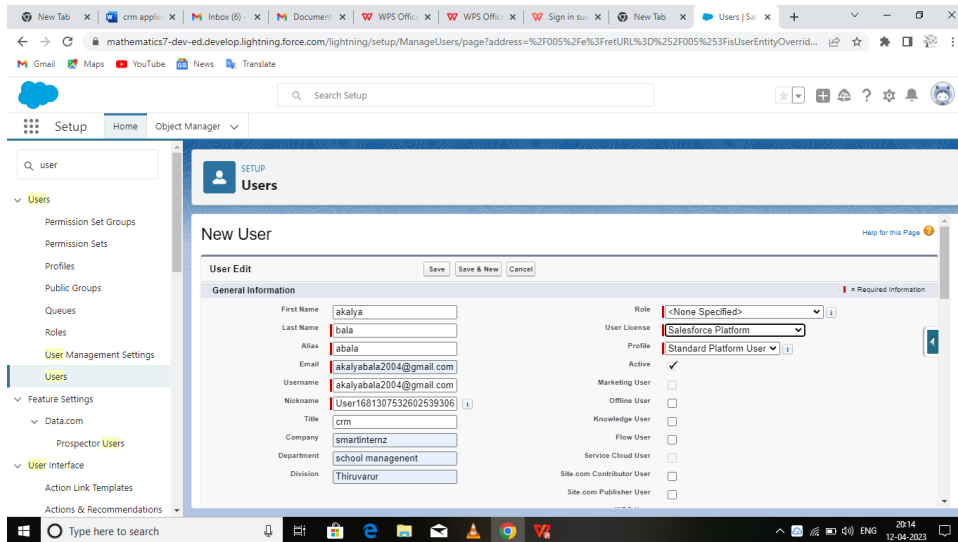|		
	Number of Students	Roll-up summary
	Highest Marks	Roll-up summary
Student Object		Data type
	School	Master-Detail Relationship
	Results	Picklist
	Class	Number
Parent Object	Field label	Data type
	Parent Address	Text Area
	Parent Number	Phone

3.2 Activity & Screenshot

Milestone-6: Users

A user is anyone who logs in to the salesforce. Users are employees at your company, such as sales reps, managers, and IT specialists, who need access to the company's records. Every user in Salesforce has a user account.

Activity:

Creating a User:

1. **From Setup, in the Quick Find box, enter Users, and then select Users.**

2. **Click New User.**

3. **Enter the User's name Parents and (Your) email address.**

4. **By default, the username is the same as the email address.**

5. **Select a User License As salesforce.**

6. **Select a profile as a school profile.**

7. **Check Generate new password and notify the user's login name and a temporary password.**

8. **Similarly follow the above steps and create 3 users as Teachers and Principle.**

4   **Team Lead –https://trailblazer.me/id/akalya2004**

        Team Member 1-https://trailblazer.me/id/mathiarun

        Team Member 2-https://trailblazer.me/id/aravinth02

        Team Member 3- https://trailblazer.me/id/anathp

5   **ADVANTAGES & DISADVANTAGE**

        Advantage

- **Customer-centric system that can help education Professionals nurture relationships with Prospects and enrollees.**
- **Produce data-driven insights illustrate progress towards goals and streamline their admissions and Marketing initiatives to save time and effort.**

        Disadvantage

- **Staff training and up skilling**
- **Hardware or software requirement salesforce**
- **Centralized data is at stake**
- **Experience-based procedure in all the stages**

6   **APPLICATIONS**

- **One of the top results-based Education Marketing in India.**
- **Get more Enrollments at a cost that makes sense.**
- **Grow you Student Numbers predictably and reliably.**

7 CONCLUSIONS

- **My team learns to salesforces.**
- **Enables a company to align strategy with the need of the customer to best meet those needs and thus ensure long-term customer.**

8 FUTURE SCOPE

- **Future hope is a charitable organization which provides opportunity through its Somes schools, Sports and medical.**
- **Aims to offer a holistic all-round education that is accessible to the underprivileged.**