Project Report Template

1 **Introduction**

1.1 **Overview**

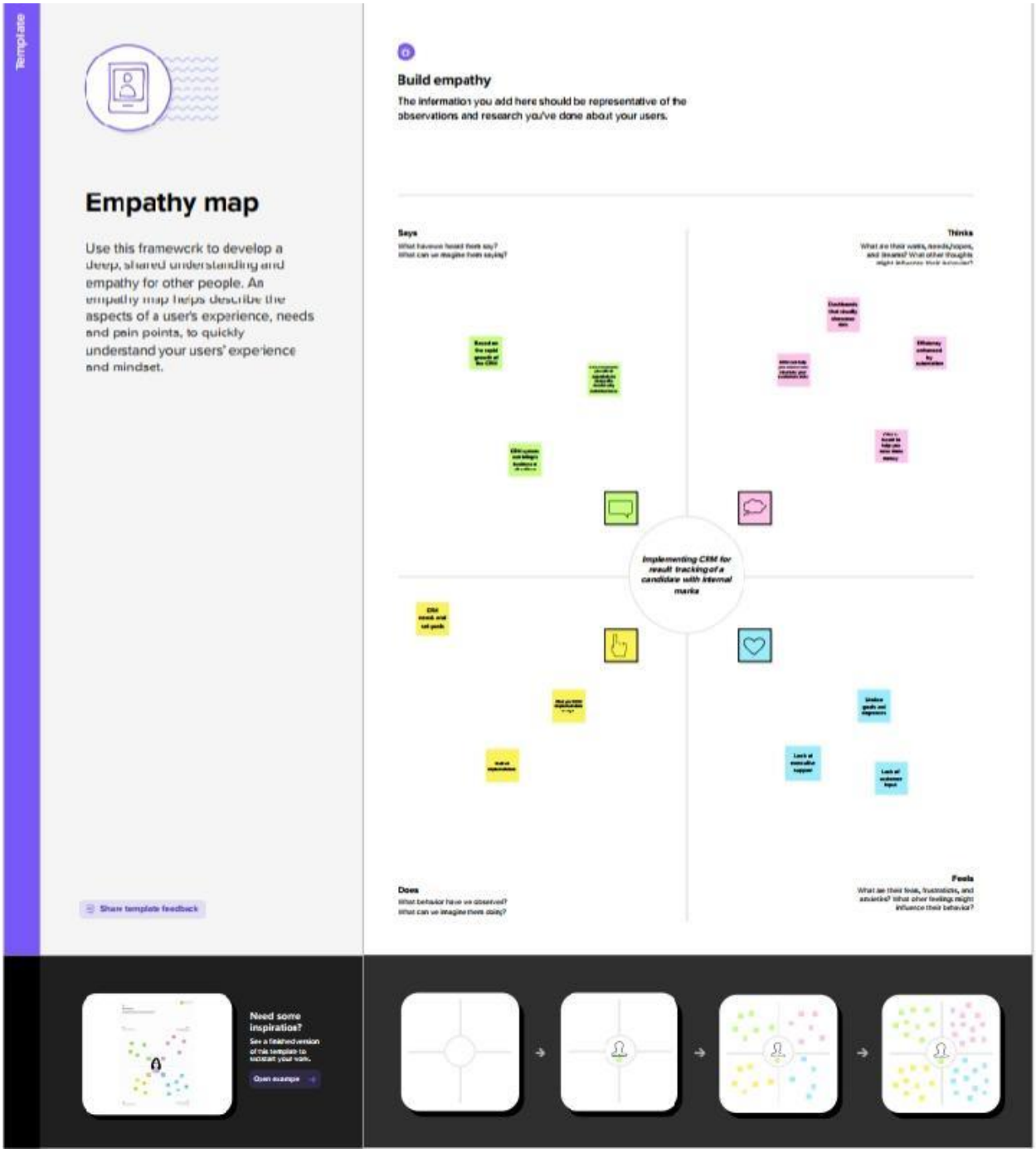
Administrator should be able to create all base data including Semester, Candidate, **Course** and Lecturer, **Lecturer** should have the ability to create Internal Results, Dean, who is one of the **Lecturer**, should be the only **one** with ability **to update** Internal Results, Re-evaluation Can be initialized by **Candidate** for all **Internal** Results. Now only **dean** can update **the** marks after re-**evaluation**.

1.2 **Purpose**

CRM **can** improve customer retention by 27%, and **companies** that use CRM systems to the full extent can increase **sales** by 29%, based on **Salesforce** studies.

2. Problem Definition & **Design Thinking**

1.3 **Empathy map**



2.2 Ideation & brainstorming map

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!

ASHOK KUMAR S		
CRM stands for candidate relationship management	Amazing employee start with great candidate	Hiring professionals use CRM software to manage the early phases
Hiring professionals use CRM software to identify a talent pool of new applicants	Engage with candidate on a deeper level	Collaborate more efficiency
The first thing need to do the CRM to be sustain to create a new room	A person who uses mailing CRM data to find business insights	Chat and website messaging tools

AJIRA B		
Different organization are approaching CRM in different ways	Some view CRM as a technology and while others view it as an essential part of business	The success rate CRM implementation varies between 30% and 70%.
According to industry analysts almost two thirds of CRM system development project fail	To minimize [illegible] in customer [illegible] study categories of [illegible] planning and the [illegible] of implementing CRM	Reaching a potential customer
Customer acquisition	Conversion	Customer retention

BAKKIYALAKSHMI S		
Your marketing and sales strategy	The type of data you will access	Develope your expectations
Your implementation plan and milestones	Products and services. Product and contribute the core of business	Customer interaction layer
Set the destination at its	Audit the current situation	And map the journey to the destination

ARUNACHALAM M		
At its core customer relationship management is an incredibly simple premise	Organization is a second important element of an effective CRM	Marketing and sales
A 360 degree view of data	The key principle of customer relationship management is	The fundamental purpose of a CRM system is to improve the customer experience
Hiring a [illegible]	[illegible]	Dispersing [illegible] purchase and experience based and advocacy

Person 5

Person 6

Person 7

Person 8

3.1 Data Model

Object name. Fields in the object

Obj1. Field label. Data type

Semester text

Candidate text

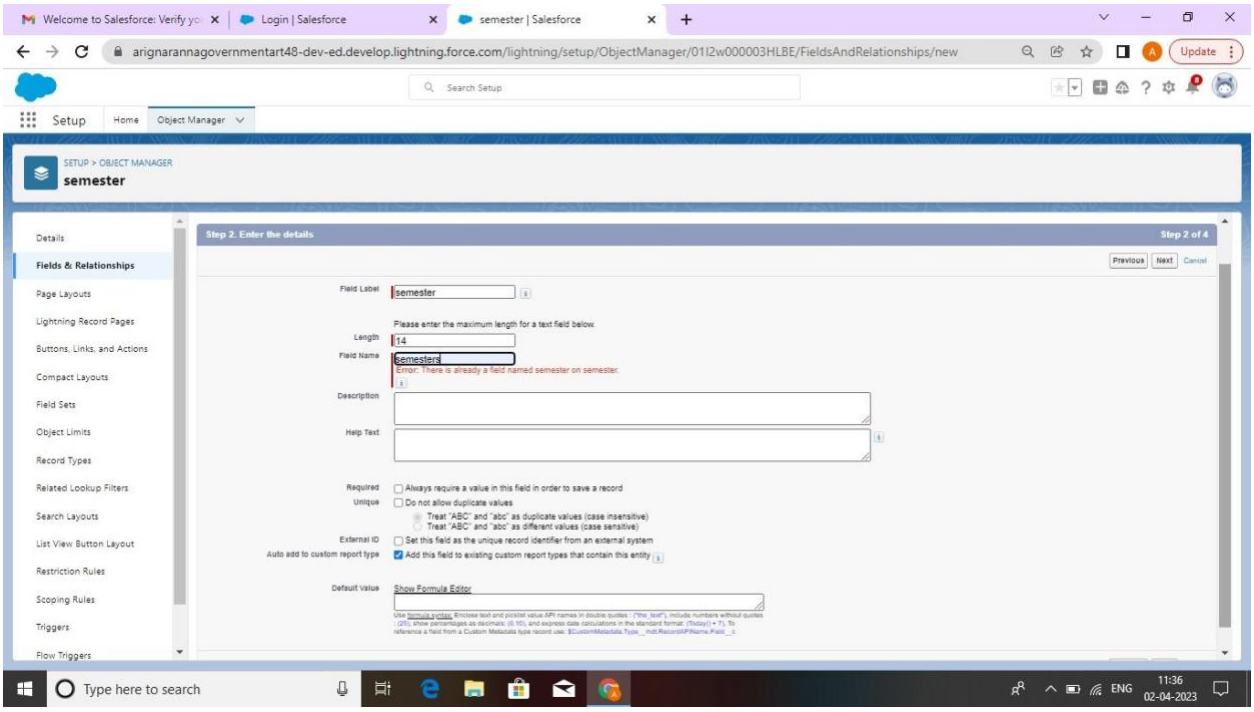
Obj2. Field label. Data type

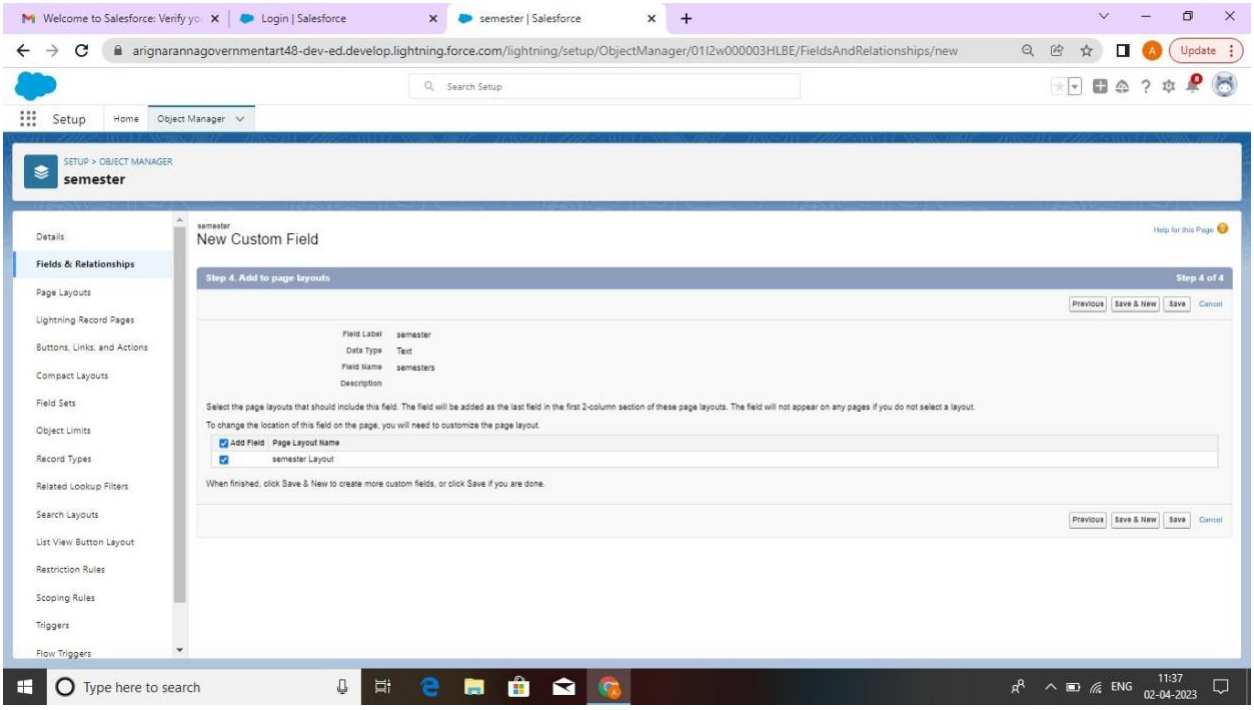
Course details text

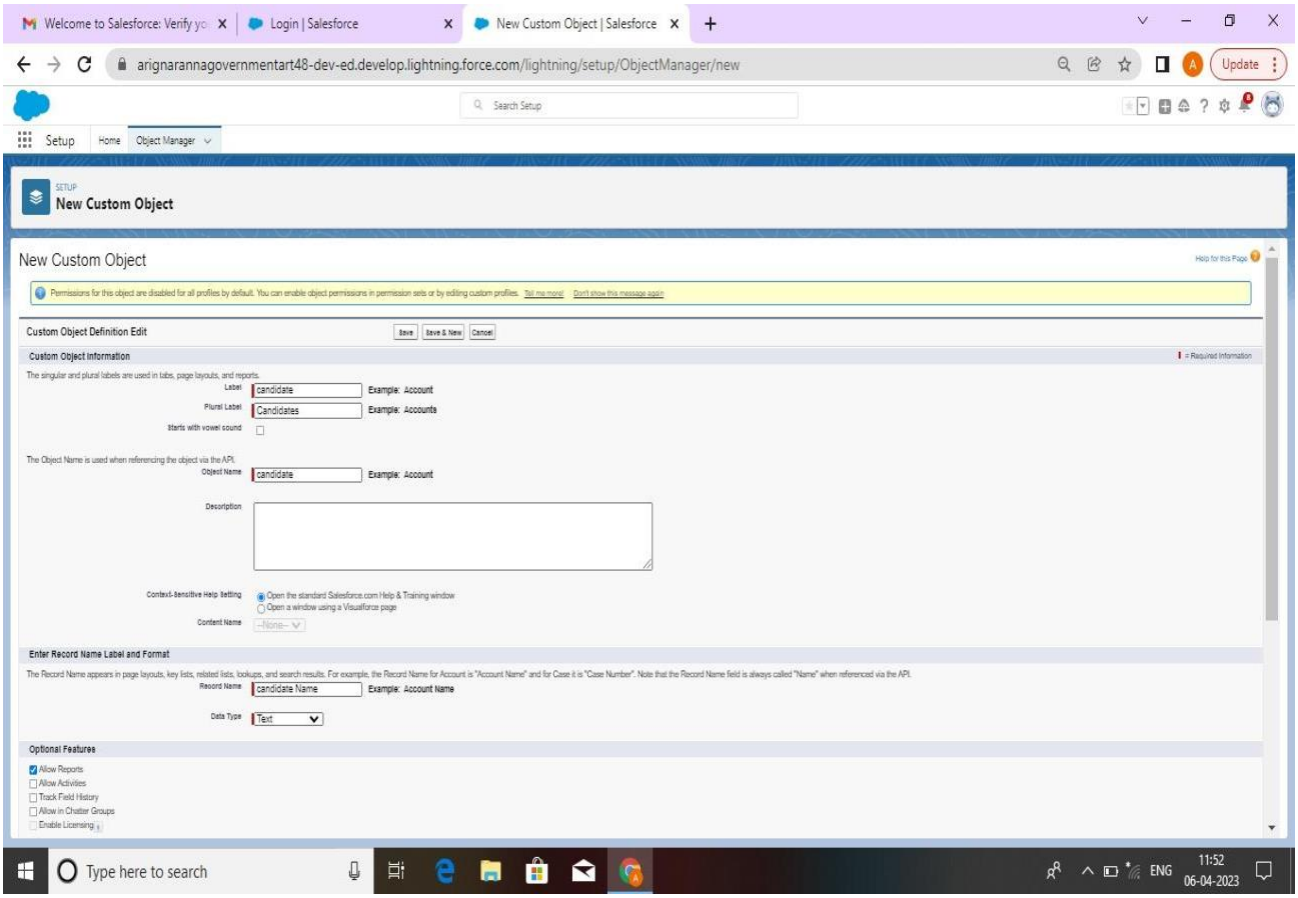
Lecturer details text

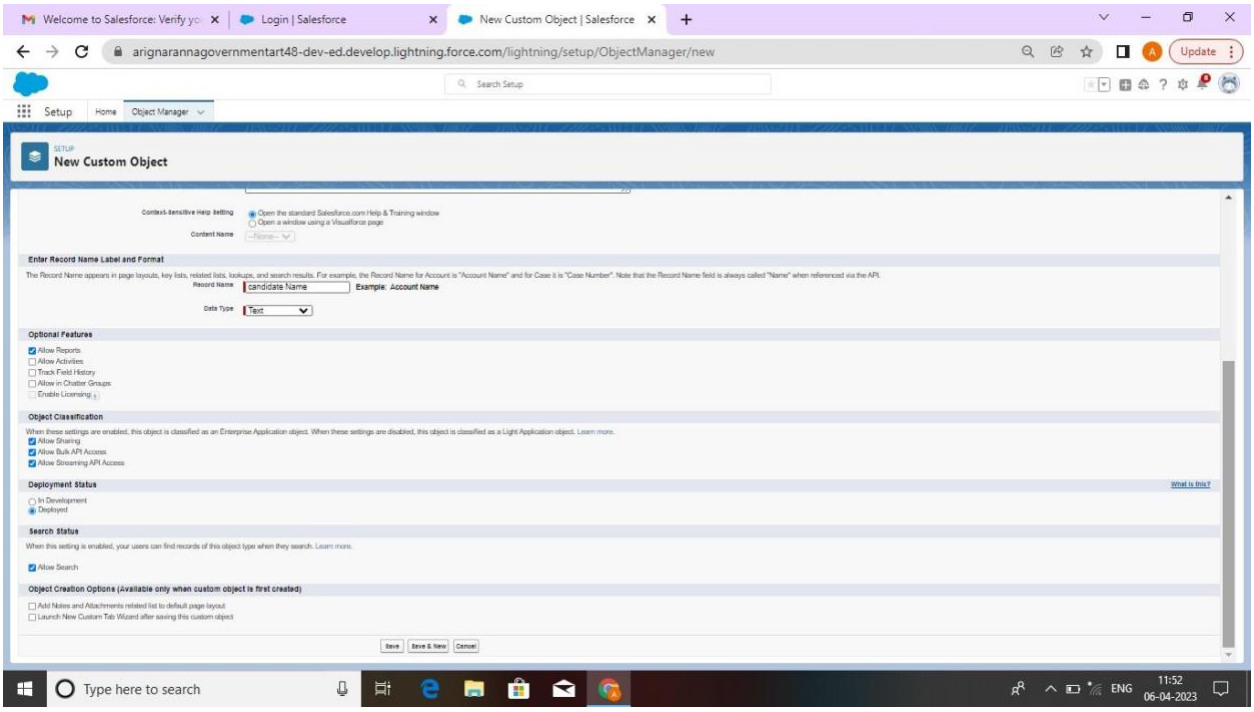
3.2

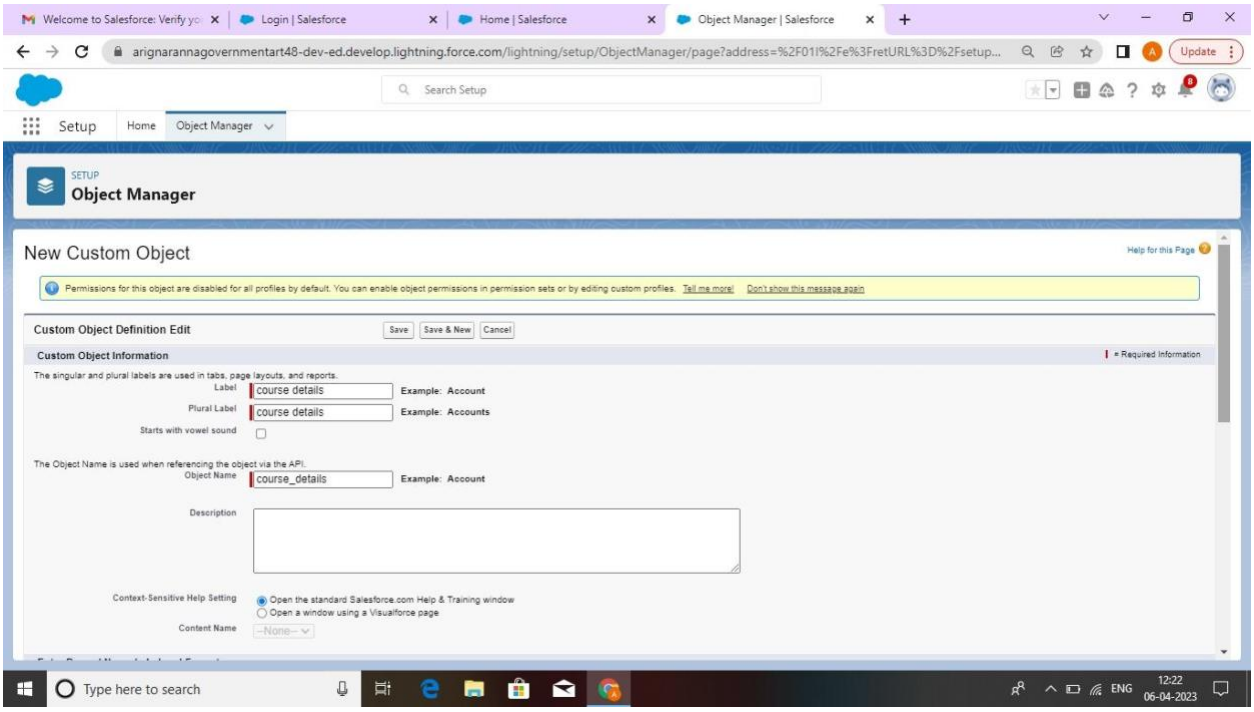
Activity & Screenshot

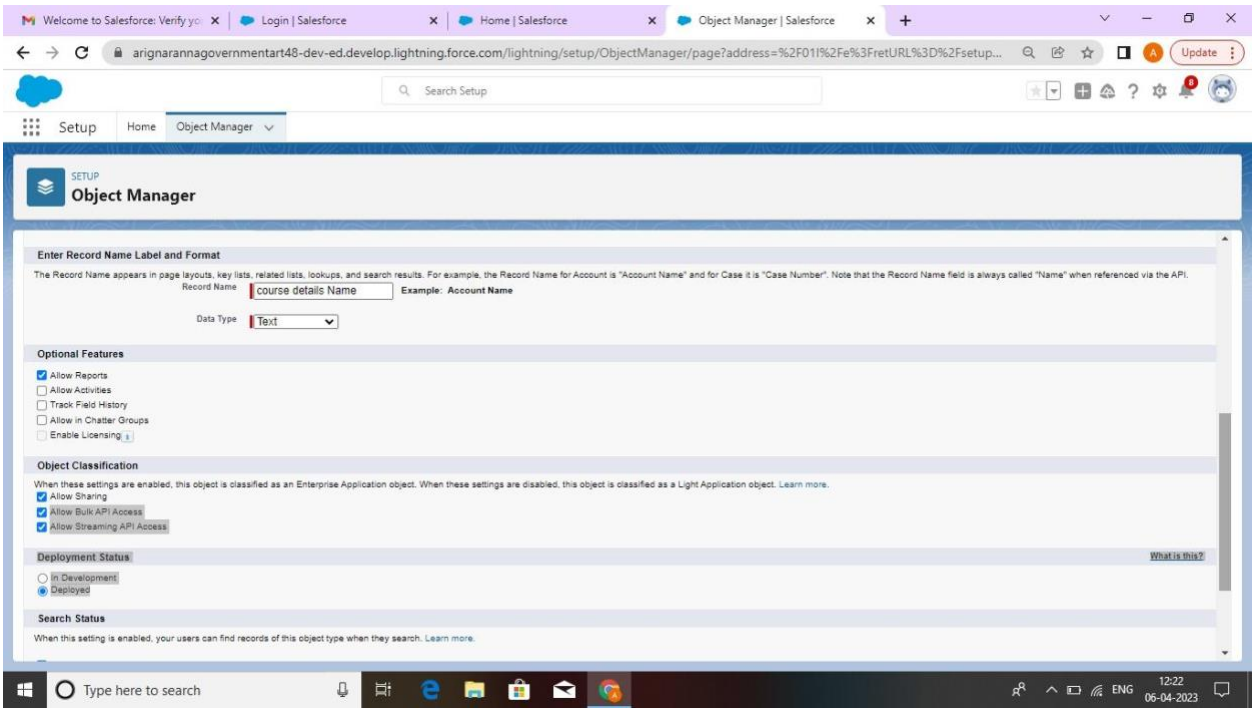


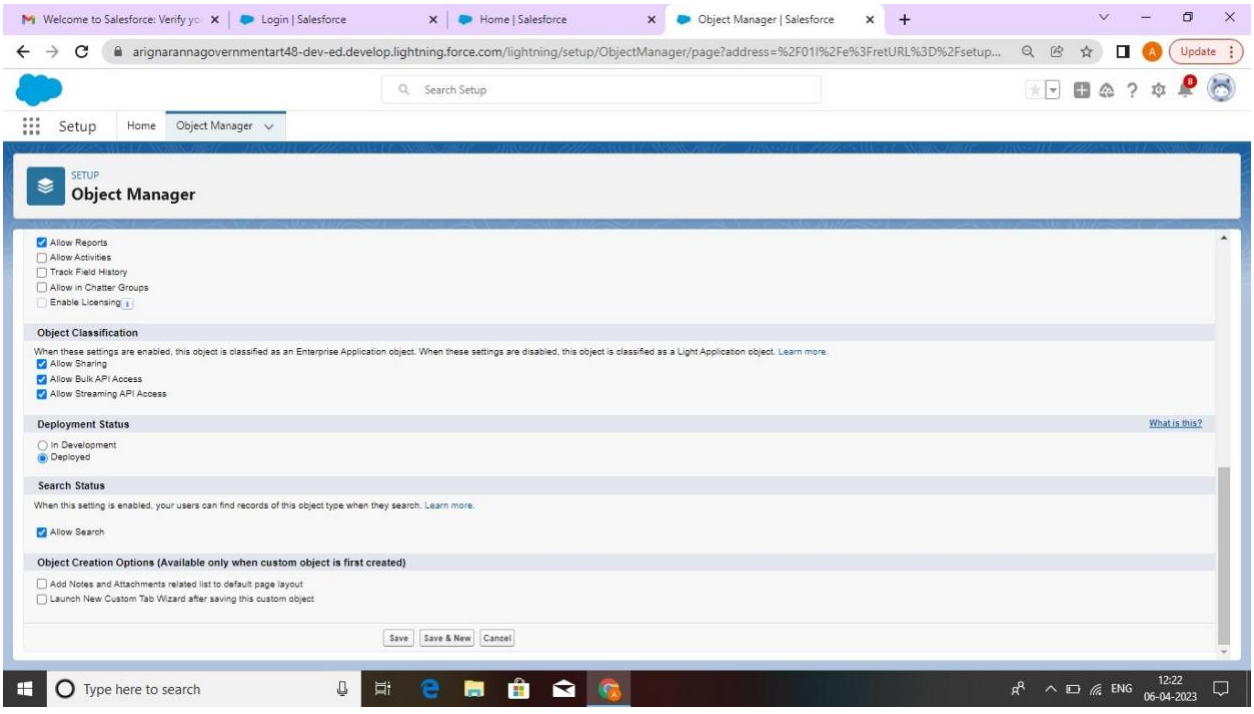

Welcome to Salesforce: Verify yo
Login | Salesforce
semester | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003HLBE/FieldsAndRelationships/new
Update
Search Setup
Setup
Home
Object Manager
SETUP > OBJECT MANAGER
semester
Details
Fields & Relationships
Page Layouts
Lightning Record Pages
Buttons, Links, and Actions
Compact Layouts
Field Sets
Object Limits
Record Types
Related Lookup Filters
Search Layouts
List View Button Layout
Restriction Rules
Scoping Rules
Triggers
Flow Triggers
New Custom Field
Help for this Page
Step 4. Add to page layouts
Step 4 of 4
Previous
Save & New
Save
Cancel
Field Label semester
Data Type Text
Field Name semesters
Description
Select the page layouts that should include this field. The field will be added as the last field in the first 2-column section of these page layouts. The field will not appear on any pages if you do not select a layout.
To change the location of this field on the page, you will need to customize the page layout.
Add Field
Page Layout Name
semester Layout
When finished, click Save & New to create more custom fields, or click Save if you are done.
Type here to search
ENG
11:37
02-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
New Custom Object | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/new
Update
Search Setup
Setup
Home
Object Manager
SETUP
New Custom Object
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
= Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label candidate Example: Account
Plural Label Candidates Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name candidate Example: Account
Description
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name candidate Name Example: Account Name
Data Type Text
Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
Type here to search
ENG
11:52
06-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
New Custom Object | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/new
Update
Search Setup
Setup
Home
Object Manager
SETUP
New Custom Object
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name
candidate Name
Example: Account Name
Data Type
Text
Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
Object Classification
When these settings are enabled, this object is classified as an Enterprise Application object. When these settings are disabled, this object is classified as a Light Application object. Learn more.
Allow Sharing
Allow Bulk API Access
Allow Streaming API Access
Deployment Status
What is this?
In Development
Deployed
Search Status
When this setting is enabled, your users can find records of this object type when they search. Learn more.
Allow Search
Object Creation Options (Available only when custom object is first created)
Add Notes and Attachments related list to default page layout
Launch New Custom Tab Wizard after saving this custom object
Save
Save & New
Cancel
Type here to search
ENG
11:52
06-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
= Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label
course details
Example: Account
Plural Label
course details
Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name
course_details
Example: Account
Description
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Type here to search
ENG
12:22
06-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name
course details Name
Example: Account Name
Data Type
Text
Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
Object Classification
When these settings are enabled, this object is classified as an Enterprise Application object. When these settings are disabled, this object is classified as a Light Application object. Learn more.
Allow Sharing
Allow Bulk API Access
Allow Streaming API Access
Deployment Status
What is this?
In Development
Deployed
Search Status
When this setting is enabled, your users can find records of this object type when they search. Learn more.
Type here to search
ENG
12:22
06-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
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What is this?
In Development
Deployed
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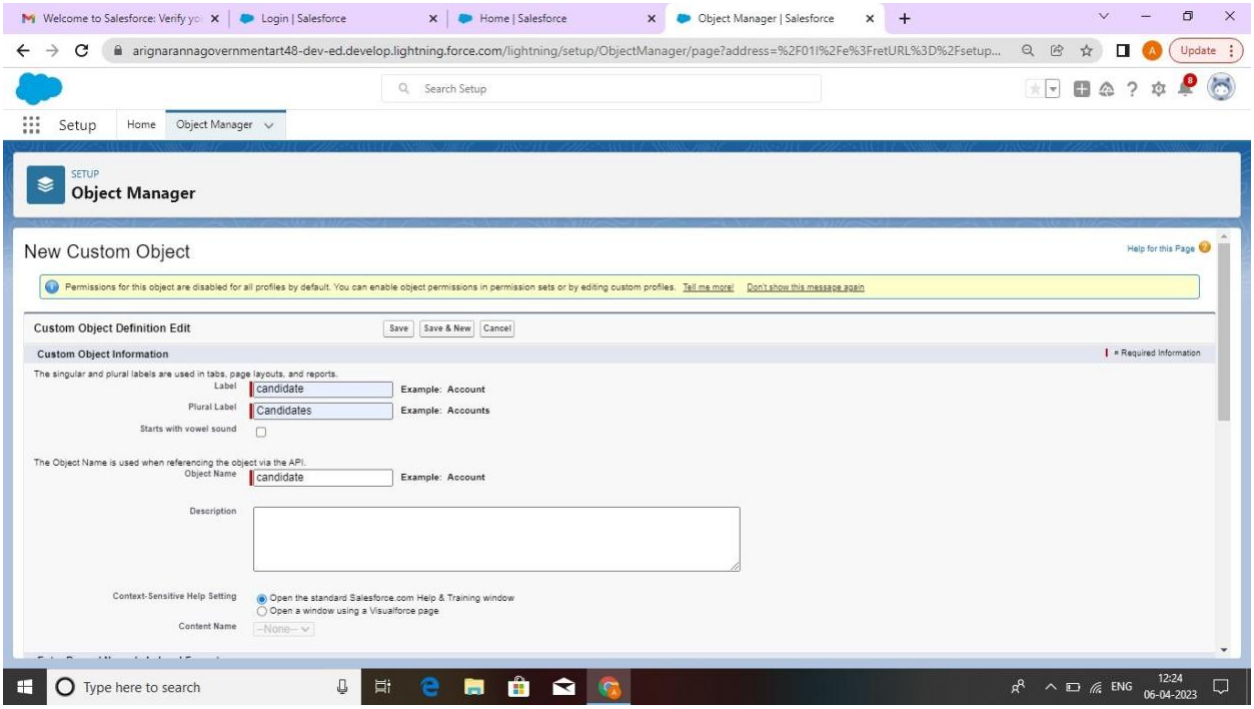
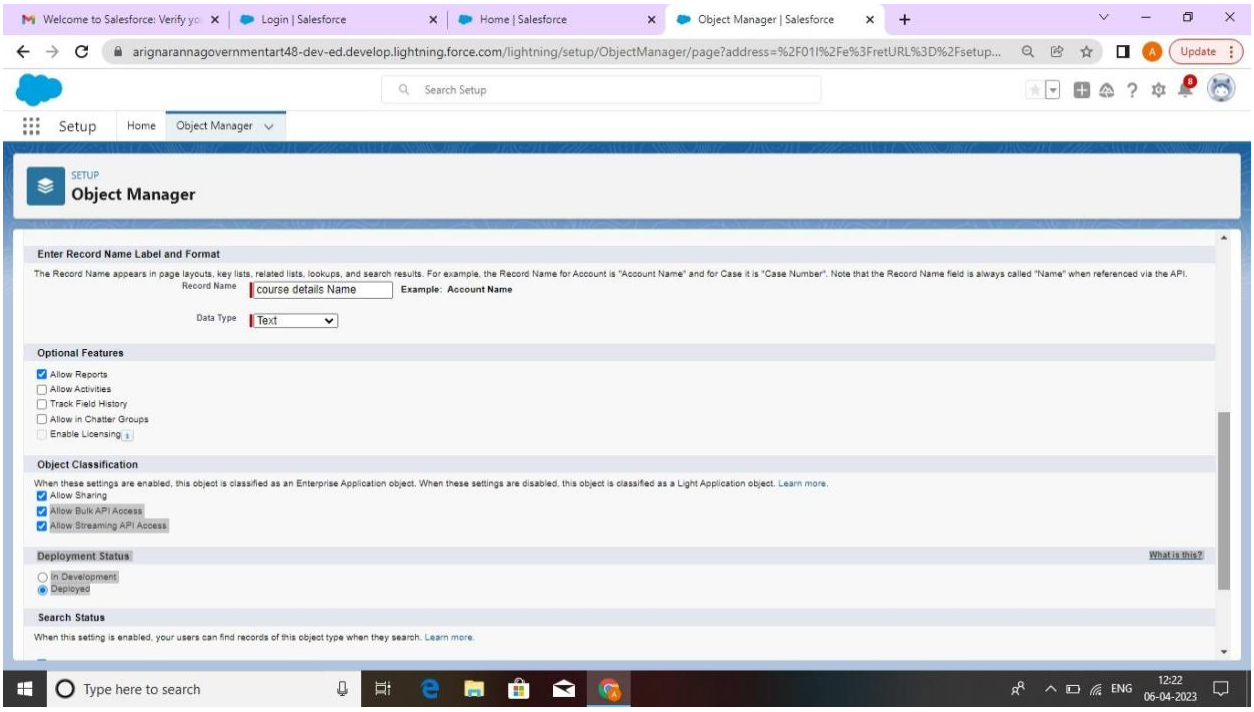
When this setting is enabled, your users can find records of this object type when they search. Learn more.
Allow Search
Object Creation Options (Available only when custom object is first created)
Add Notes and Attachments related list to default page layout
Launch New Custom Tab Wizard after saving this custom object
Save
Save & New
Cancel
Type here to search
ENG
12:22
06-04-2023


Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
* Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label
candidate
Example: Account
Plural Label
Candidates
Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name
candidate
Example: Account
Description
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Type here to search
ENG
12:24
06-04-2023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Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
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Record Name
course details Name
Example: Account Name
Data Type
Text
Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
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Allow Streaming API Access
Deployment Status
What is this?
In Development
Deployed
Search Status
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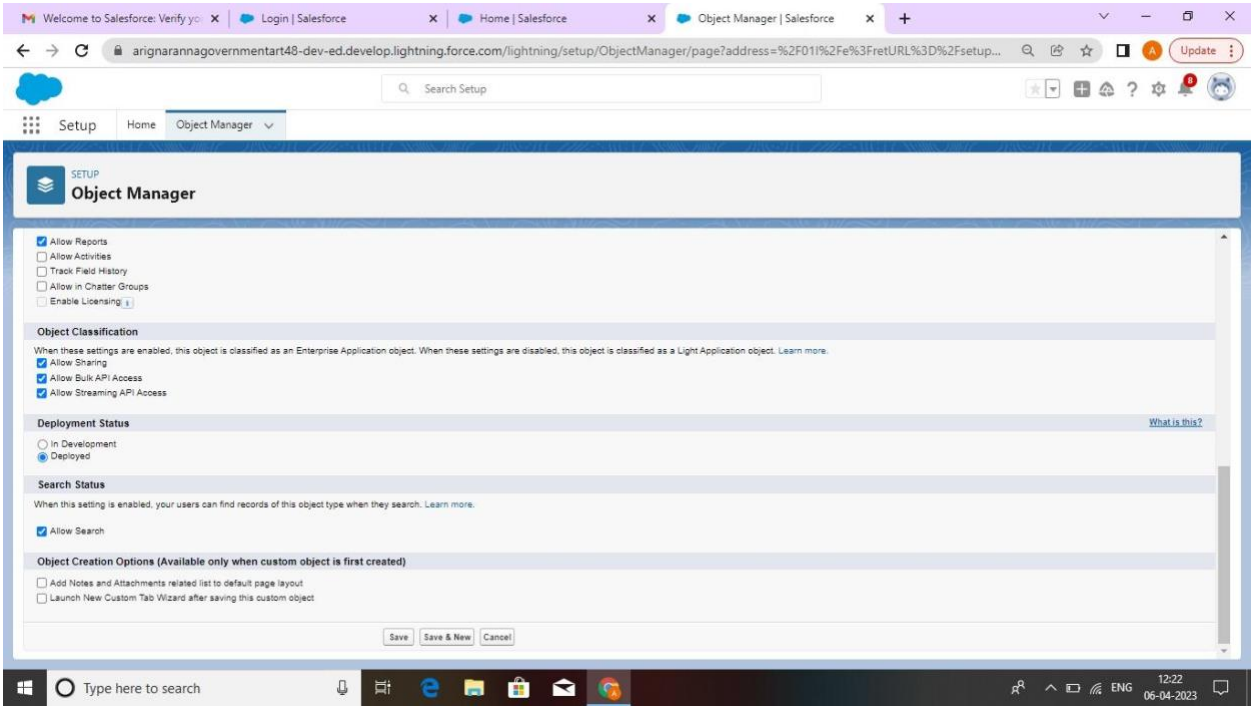
Type here to search
ENG
12:22
06-04-2023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Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
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Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
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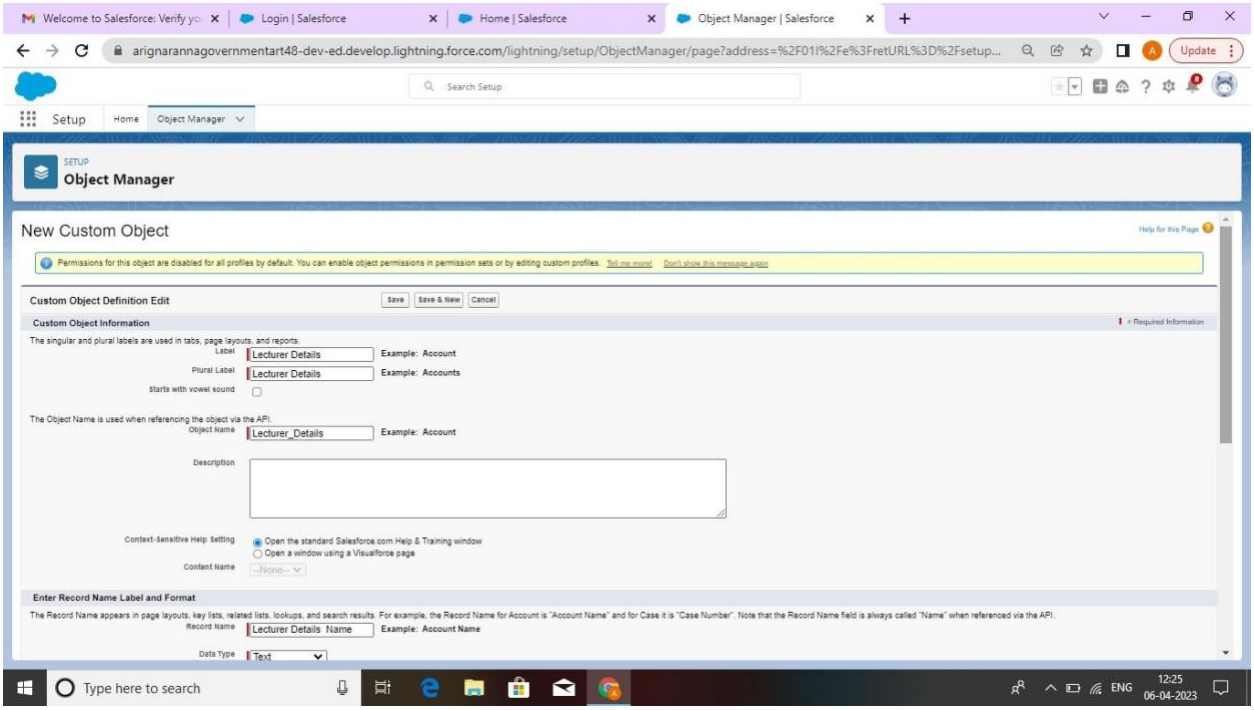
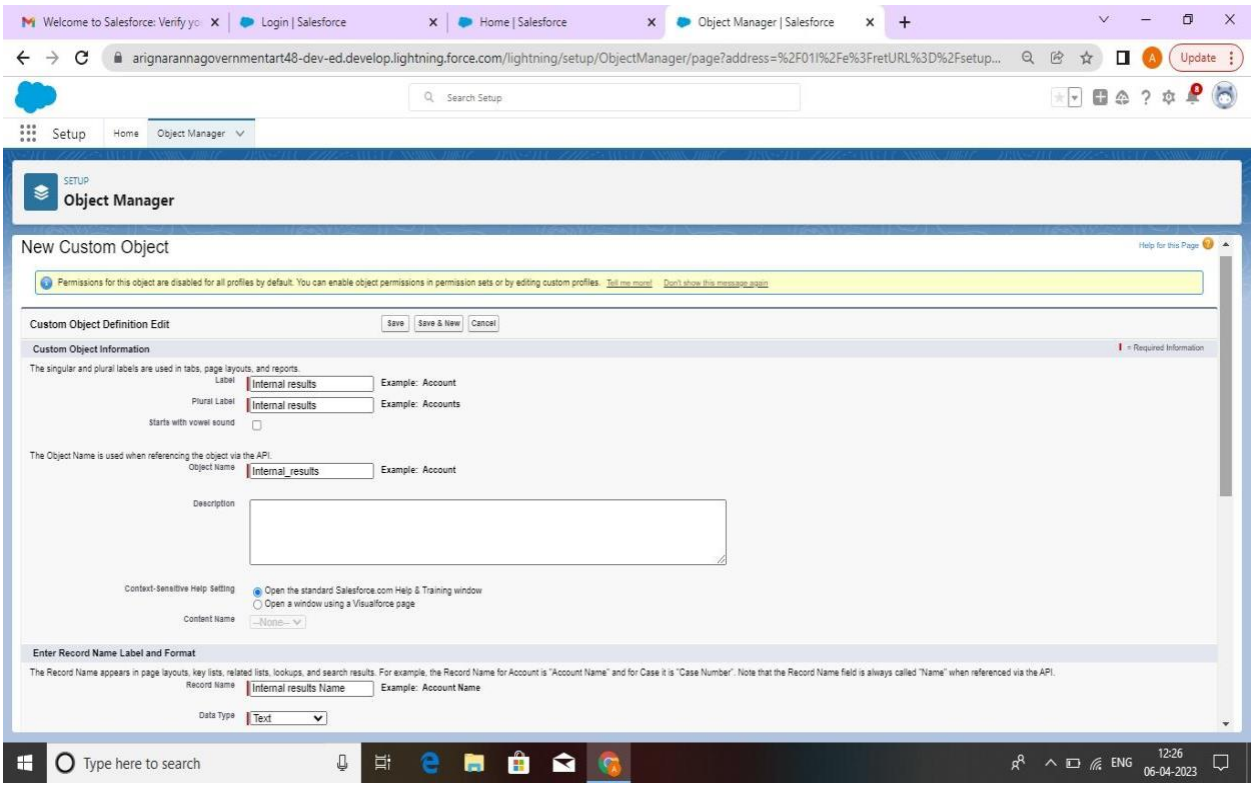
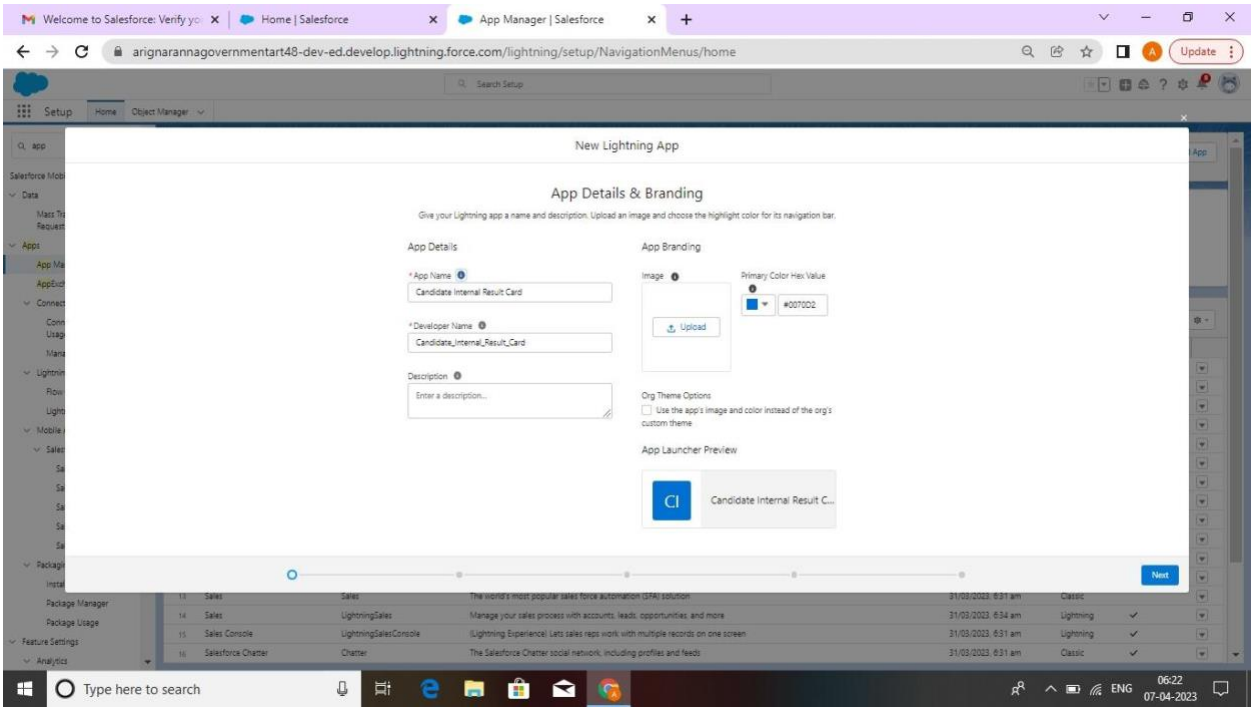
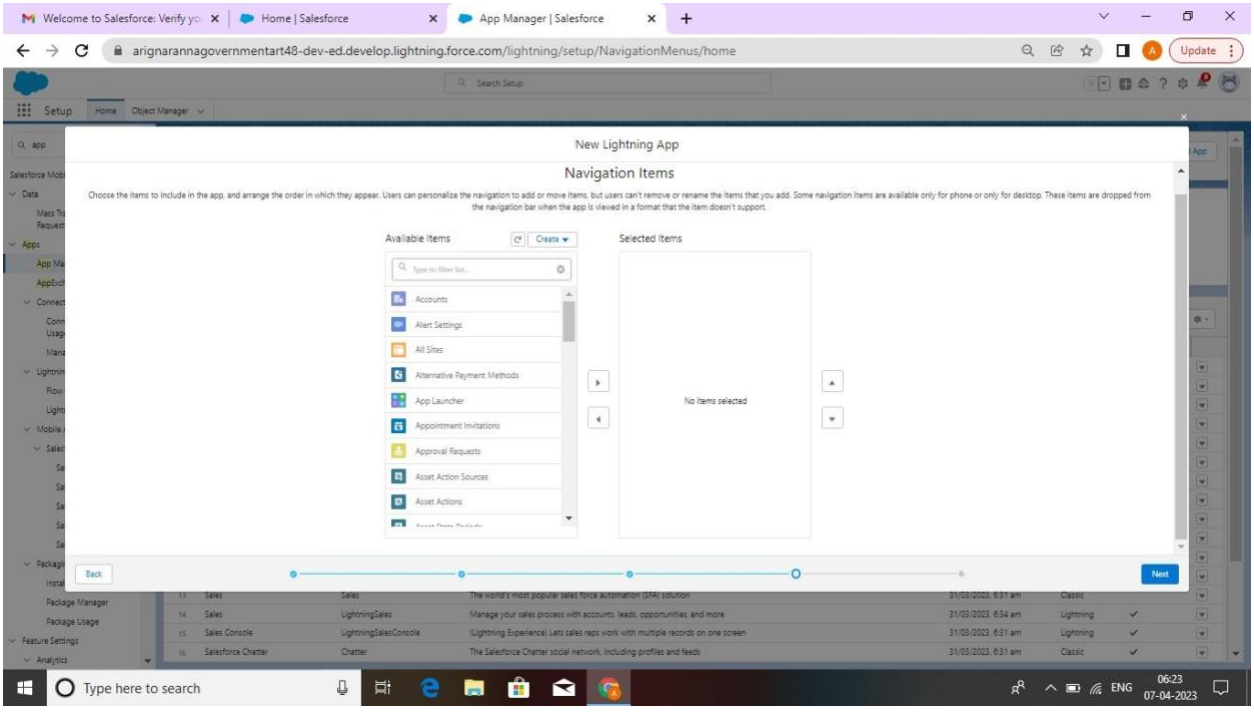
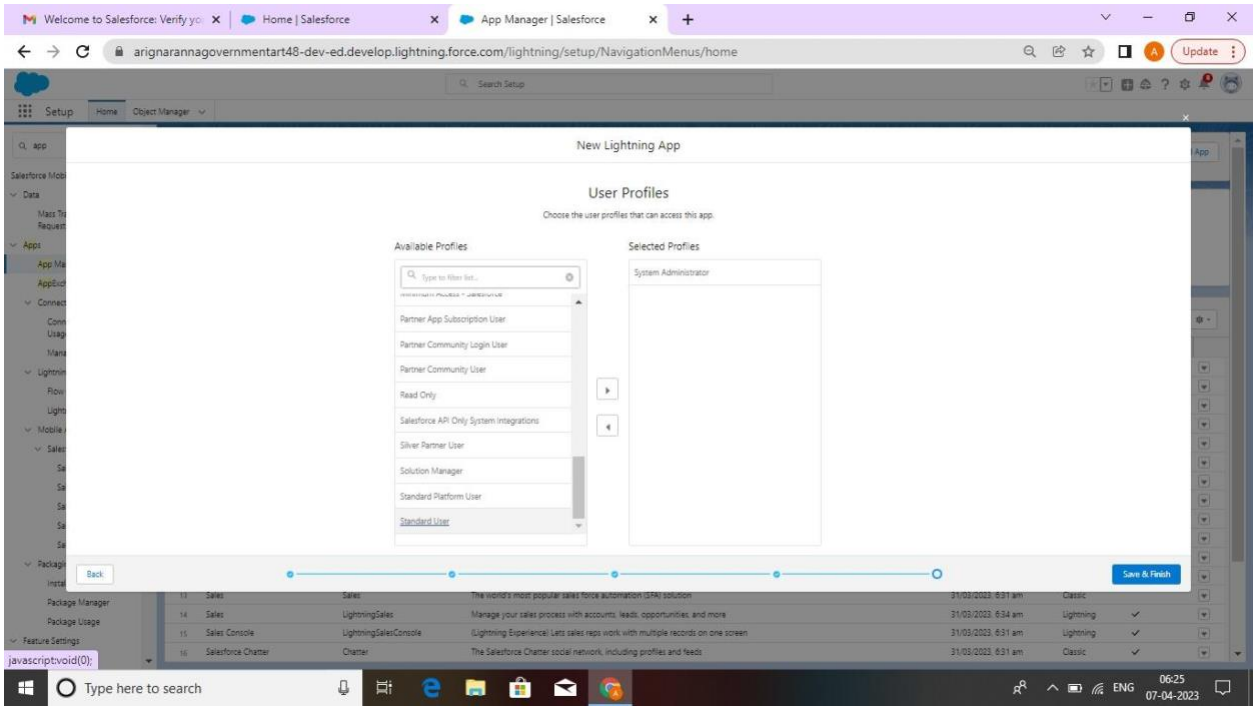
Allow Bulk API Access
Allow Streaming API Access
Deployment Status
What is this?
In Development
Deployed
Search Status
When this setting is enabled, your users can find records of this object type when they search. Learn more.
Allow Search
Object Creation Options (Available only when custom object is first created)
Add Notes and Attachments related list to default page layout
Launch New Custom Tab Wizard after saving this custom object
Save
Save & New
Cancel
Type here to search
ENG
12:22
06-04-2023

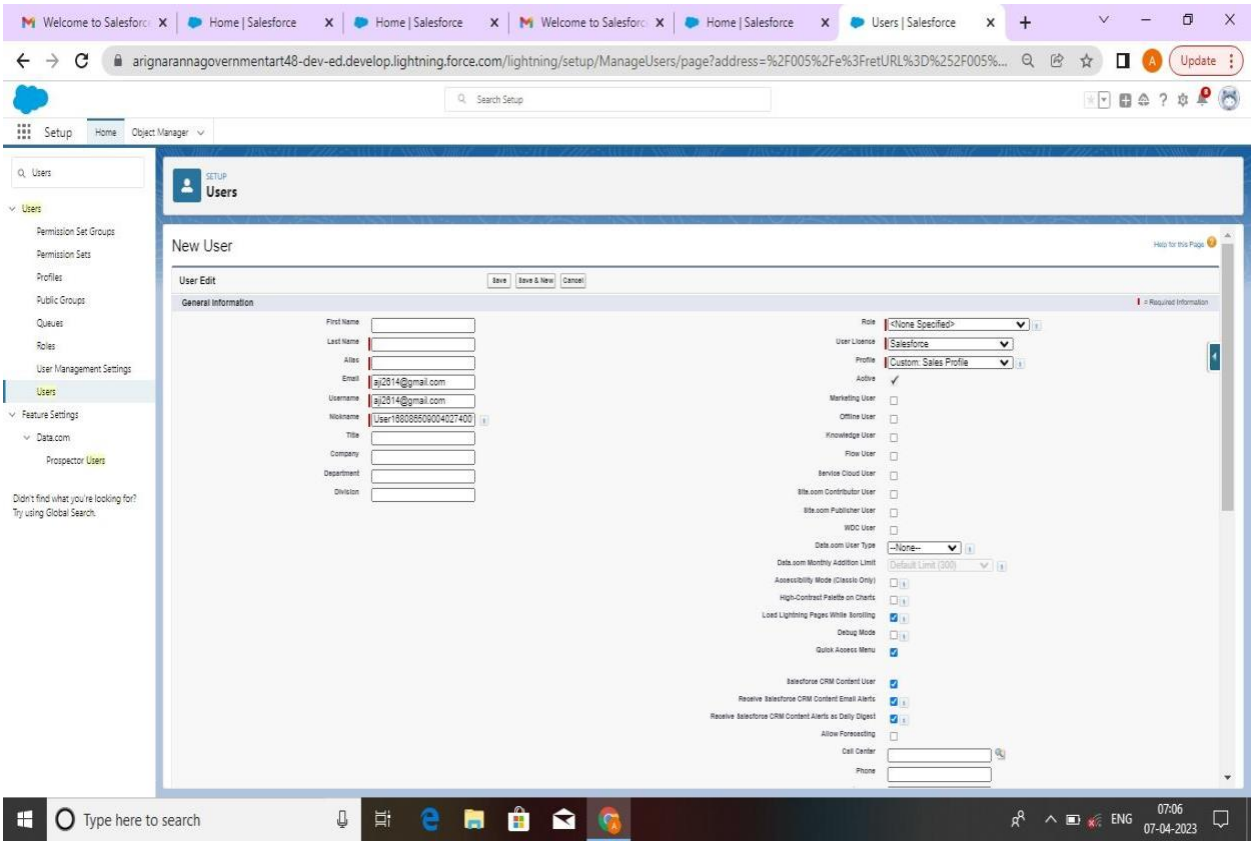

Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
= Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label
Lecturer Details
Example: Account
Plural Label
Lecturer Details
Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name
Lecturer_Details
Example: Account
Description
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name
Lecturer Details Name
Example: Account Name
Data Type
Text
Type here to search
ENG
12:25
06-04-2023

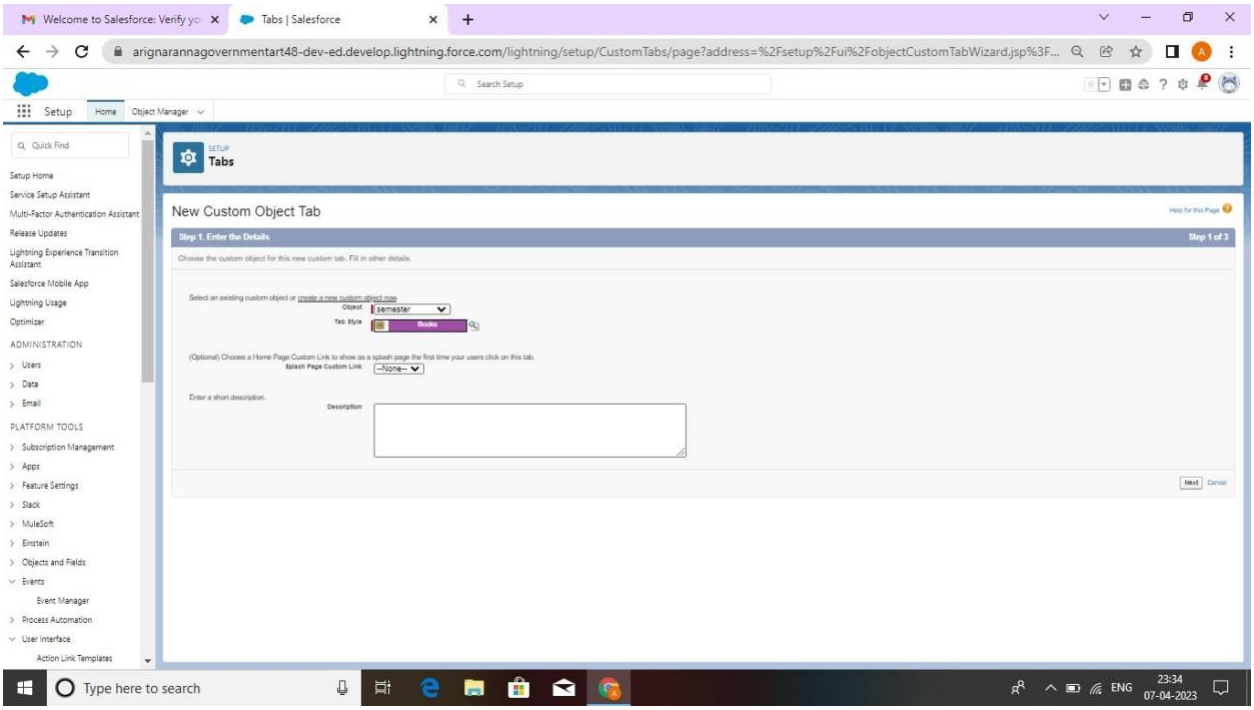

Welcome to Salesforce: Verify yo
Login | Salesforce
Home | Salesforce
Object Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/page?address=%2F01I%2Fe%3FretURL%3D%2Fsetup...
Update
Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
= Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label
Internal results
Example: Account
Plural Label
Internal results
Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name
Internal_results
Example: Account
Description
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name
Internal results Name
Example: Account Name
Data Type
Text
Type here to search
ENG
12:26
06-04-2023

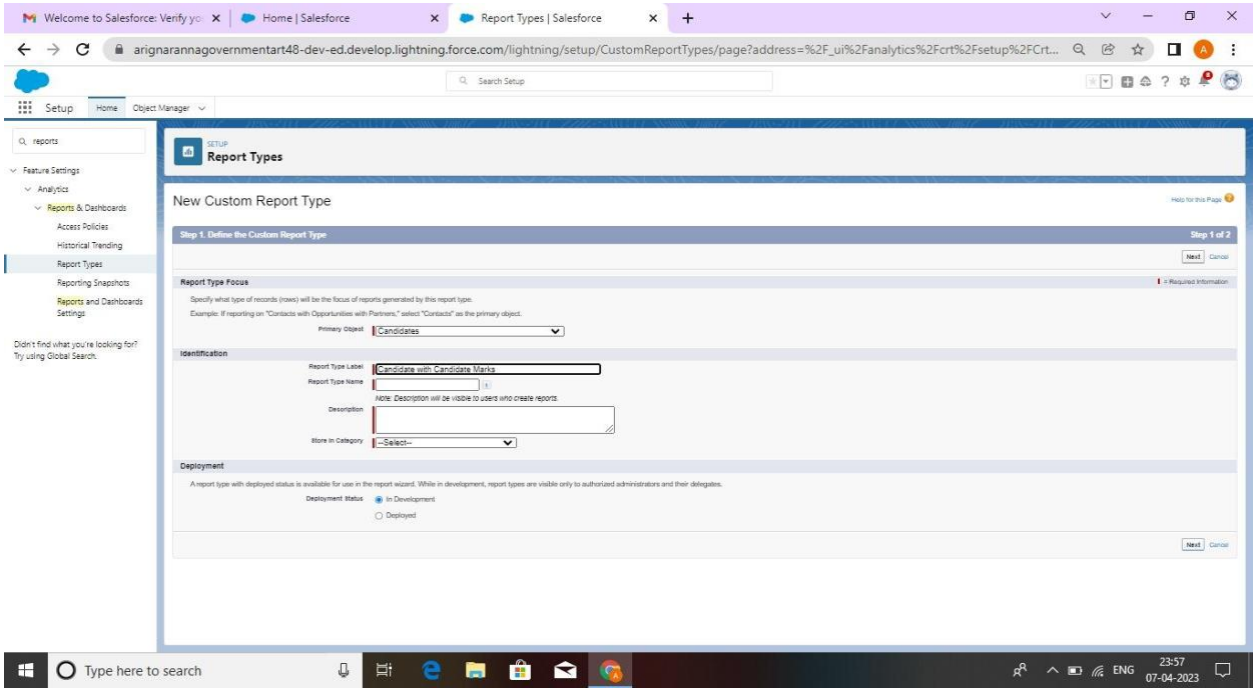

Welcome to Salesforce: Verify yo
Home | Salesforce
App Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home
Update
Setup
Home
Object Manager
New Lightning App
App Details & Branding
Give your Lightning app a name and description. Upload an image and choose the highlight color for its navigation bar.
App Details
App Branding
*App Name
Candidate Internal Result Card
*Developer Name
Candidate_Internal_Result_Card
Description
Enter a description...
Image
Upload
Primary Color Hex Value
#0070D2
Org Theme Options
Use the app's image and color instead of the org's custom theme
App Launcher Preview
CI
Candidate Internal Result C...
Next
Type here to search
ENG
06:22
07-04-2023

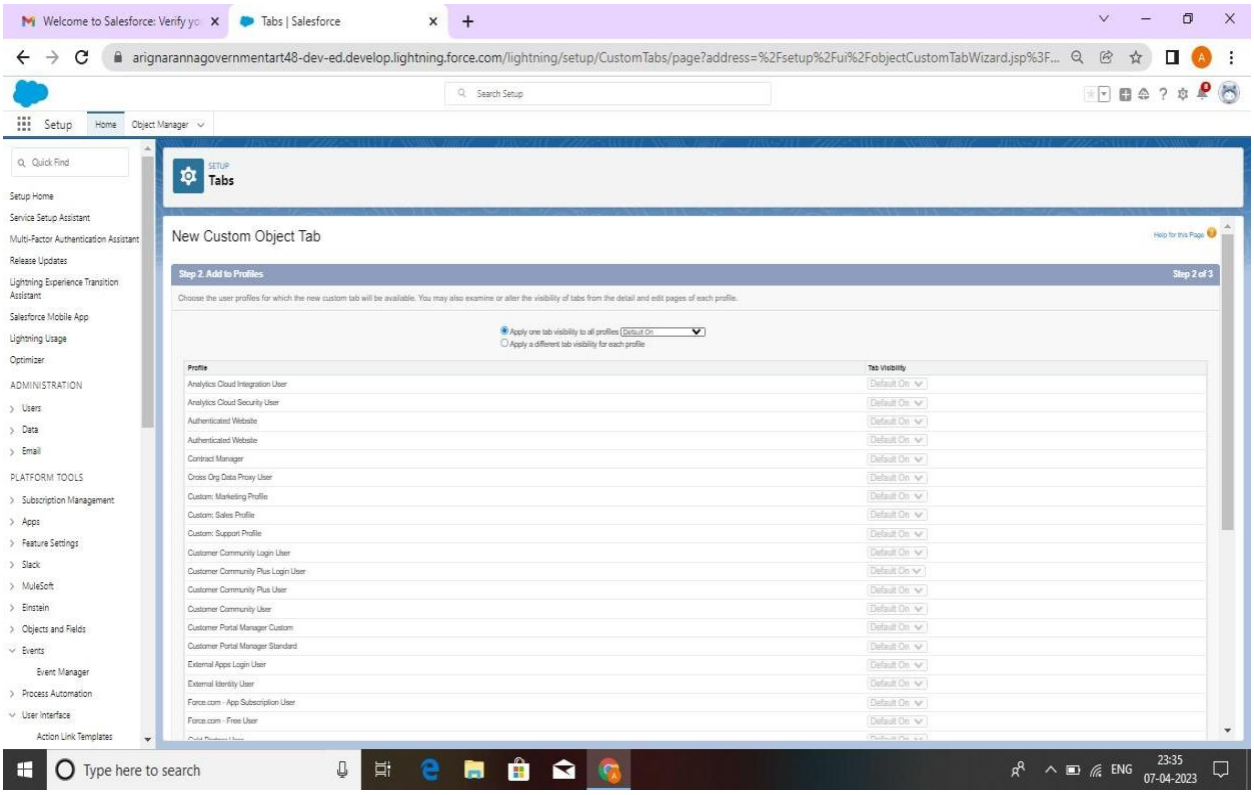

Welcome to Salesforce: Verify yo
Home | Salesforce
App Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home
Update
Setup
Home
Object Manager
New Lightning App
Navigation Items
Choose the items to include in the app, and arrange the order in which they appear. Users can personalize the navigation to add or move items, but users can't remove or rename the items that you add. Some navigation items are available only for phone or only for desktop. These items are dropped from the navigation bar when the app is viewed in a format that the item doesn't support.
Available Items
Create
Selected Items
Accounts
Alert Settings
All Sites
Alternative Payment Methods
App Launcher
Appointment Invitations
Approval Requests
Asset Action Sources
Asset Actions
No items selected
Back
Next
Type here to search
ENG
06:23
07-04-2023

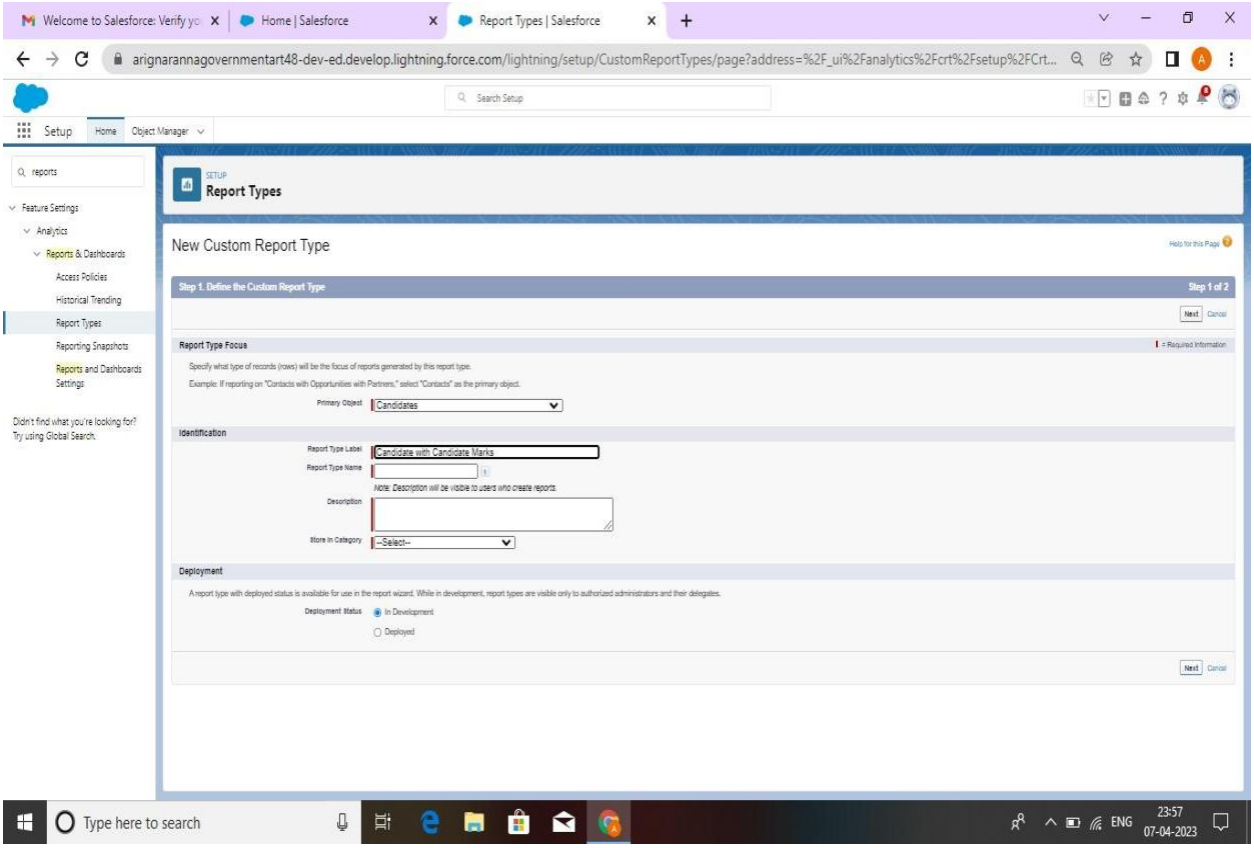

Welcome to Salesforce: Verify yo
Home | Salesforce
App Manager | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home
Update
Setup
Home
Object Manager
New Lightning App
User Profiles
Choose the user profiles that can access this app.
Available Profiles
Selected Profiles
System Administrator
Partner App Subscription User
Partner Community Login User
Partner Community User
Read Only
Salesforce API Only System Integrations
Silver Partner User
Solution Manager
Standard Platform User
Standard User
Back
Save & Finish
Type here to search
ENG
06:25
07-04-2023


Welcome to Salesforc
Home | Salesforce
Users | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F005%2Fe%3FretURL%3D%252F005%...
Update
Setup
Home
Object Manager
Users
Permission Set Groups
Permission Sets
Profiles
Public Groups
Queues
Roles
User Management Settings
Users
Feature Settings
Data.com
Prospector Users
Didn't find what you're looking for?
Try using Global Search.
SETUP
Users
New User
User Edit
Save
Save & New
Cancel
General Information
First Name
Last Name
Alias
Email
aj2814@gmail.com
Username
aj2814@gmail.com
Nickname
Title
Company
Department
Division
Role
<None Specified>
User License
Salesforce
Profile
Custom: Sales Profile
Active
Marketing User
Offline User
Knowledge User
Flow User
Service Cloud User
Site.com Contributor User
Site.com Publisher User
WDC User
Data.com User Type
--None--
Call Center
Phone
Type here to search
ENG
07:06
07-04-2023


Welcome to Salesforce: Verify yo
Tabs | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/page?address=%2Fsetup%2Fui%2FobjectCustomTabWizard.jsp%3F...
Search Setup
Setup
Home
Object Manager
Quick Find
Setup Home
Service Setup Assistant
Multi-Factor Authentication Assistant
Release Updates
Lightning Experience Transition Assistant
Salesforce Mobile App
Lightning Usage
Optimizer
ADMINISTRATION
Users
Data
Email
PLATFORM TOOLS
Subscription Management
Apps
Feature Settings
Slack
MuleSoft
Einstein
Objects and Fields
Events
Event Manager
Process Automation
User Interface
Action Link Templates
SETUP
Tabs
New Custom Object Tab
Step 1. Enter the Details
Step 1 of 3
Choose the custom object for this new custom tab. Fill in other details.
Select an existing custom object or create a new custom object now
Object
semester
Tab Style
Books
(Optional) Choose a Home Page Custom Link to show as a splash page the first time your users click on this tab.
Splash Page Custom Link
--None--
Enter a short description.
Description
Next
Cancel
Type here to search
ENG
23:34
07-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Report Types | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/CustomReportTypes/page?address=%2F_ui%2Fanalytics%2Fcrt%2Fsetup%2FCrt...
Search Setup
Setup
Home
Object Manager
reports
Feature Settings
Analytics
Reports & Dashboards
Access Policies
Historical Trending
Report Types
Reporting Snapshots
Reports and Dashboards Settings
Didn't find what you're looking for?
Try using Global Search.
SETUP
Report Types
New Custom Report Type
Step 1. Define the Custom Report Type
Step 1 of 2
Next
Cancel
Report Type Focus
= Required Information
Specify what type of records (rows) will be the focus of reports generated by this report type.
Example: If reporting on "Contacts with Opportunities with Partners," select "Contacts" as the primary object.
Primary Object
Candidates
Identification
Report Type Label
Candidate with Candidate Marks
Report Type Name
Note: Description will be visible to users who create reports.
Description
Store in Category
--Select--
Deployment
A report type with deployed status is available for use in the report wizard. While in development, report types are visible only to authorized administrators and their delegates.
Deployment Status
In Development
Deployed
Next
Cancel
Type here to search
ENG
23:57
07-04-2023


Welcome to Salesforce: Verify yo
Tabs | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/page?address=%2Fsetup%2Fui%2FobjectCustomTabWizard.jsp%3F...
Search Setup
Setup
Home
Object Manager
Quick Find
Setup Home
Service Setup Assistant
Multi-Factor Authentication Assistant
Release Updates
Lightning Experience Transition Assistant
Salesforce Mobile App
Lightning Usage
Optimizer
ADMINISTRATION
Users
Data
Email
PLATFORM TOOLS
Subscription Management
Apps
Feature Settings
Slack
MuleSoft
Einstein
Objects and Fields
Events
Event Manager
Process Automation
User Interface
Action Link Templates
SETUP
Tabs
New Custom Object Tab
Help for this Page
Step 2. Add to Profiles
Step 2 of 3
Choose the user profiles for which the new custom tab will be available. You may also examine or alter the visibility of tabs from the detail and edit pages of each profile.
Apply one tab visibility to all profiles
Default On
Apply a different tab visibility for each profile
Profile
Tab Visibility
Analytics Cloud Integration User
Analytics Cloud Security User
Authenticated Website
Authenticated Website
Contract Manager
Cross Org Data Proxy User
Custom: Marketing Profile
Custom: Sales Profile
Custom: Support Profile
Customer Community Login User
Customer Community Plus Login User
Customer Community Plus User
Customer Community User
Customer Portal Manager Custom
Customer Portal Manager Standard
External Apps Login User
External Identity User
Force.com - App Subscription User
Force.com - Free User
Type here to search
ENG
23:35
07-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Report Types | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/CustomReportTypes/page?address=%2F_ui%2Fanalytics%2Fcrt%2Fsetup%2FCrt...
Search Setup
Setup
Home
Object Manager
reports
Feature Settings
Analytics
Reports & Dashboards
Access Policies
Historical Trending
Report Types
Reporting Snapshots
Reports and Dashboards Settings
Didn't find what you're looking for?
Try using Global Search.
SETUP
Report Types
New Custom Report Type
Help for this Page
Step 1. Define the Custom Report Type
Step 1 of 2
Next
Cancel
Report Type Focus
= Required Information
Specify what type of records (rows) will be the focus of reports generated by this report type.
Example: If reporting on "Contacts with Opportunities with Partners," select "Contacts" as the primary object.
Primary Object
Candidates
Identification
Report Type Label
Candidate with Candidate Marks
Report Type Name
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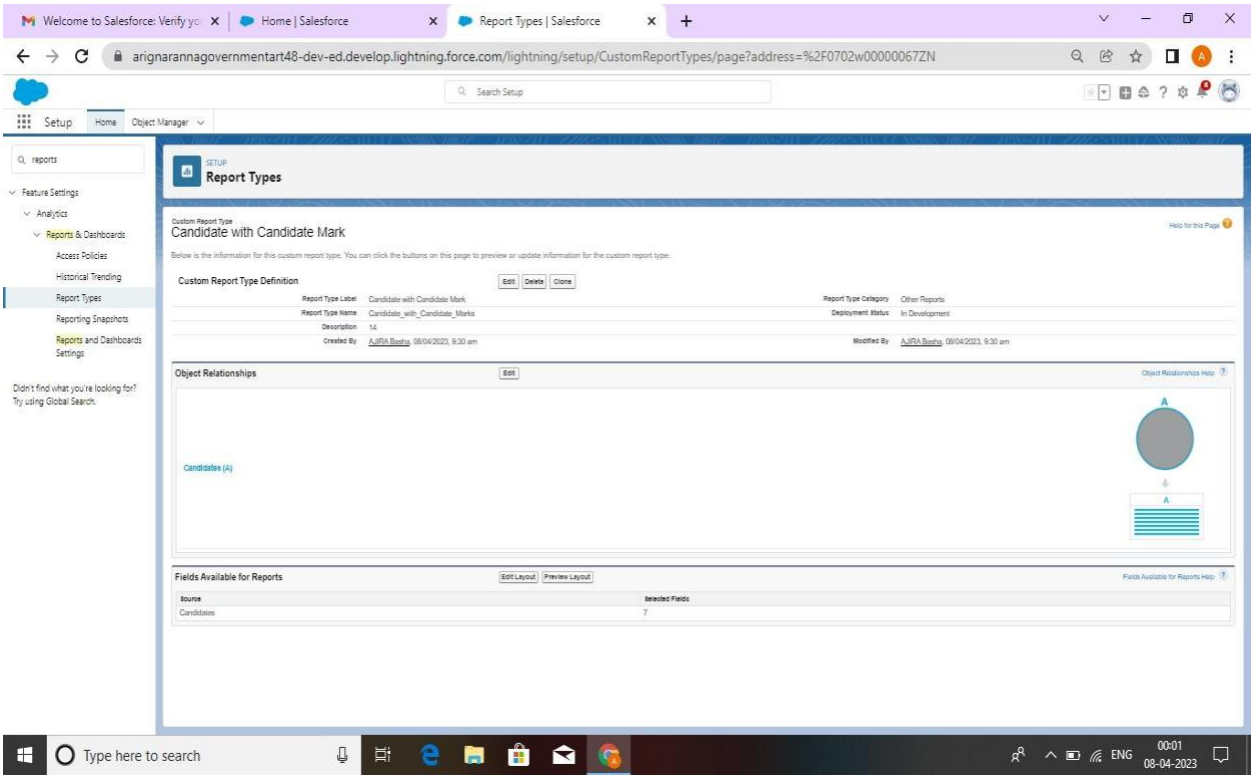
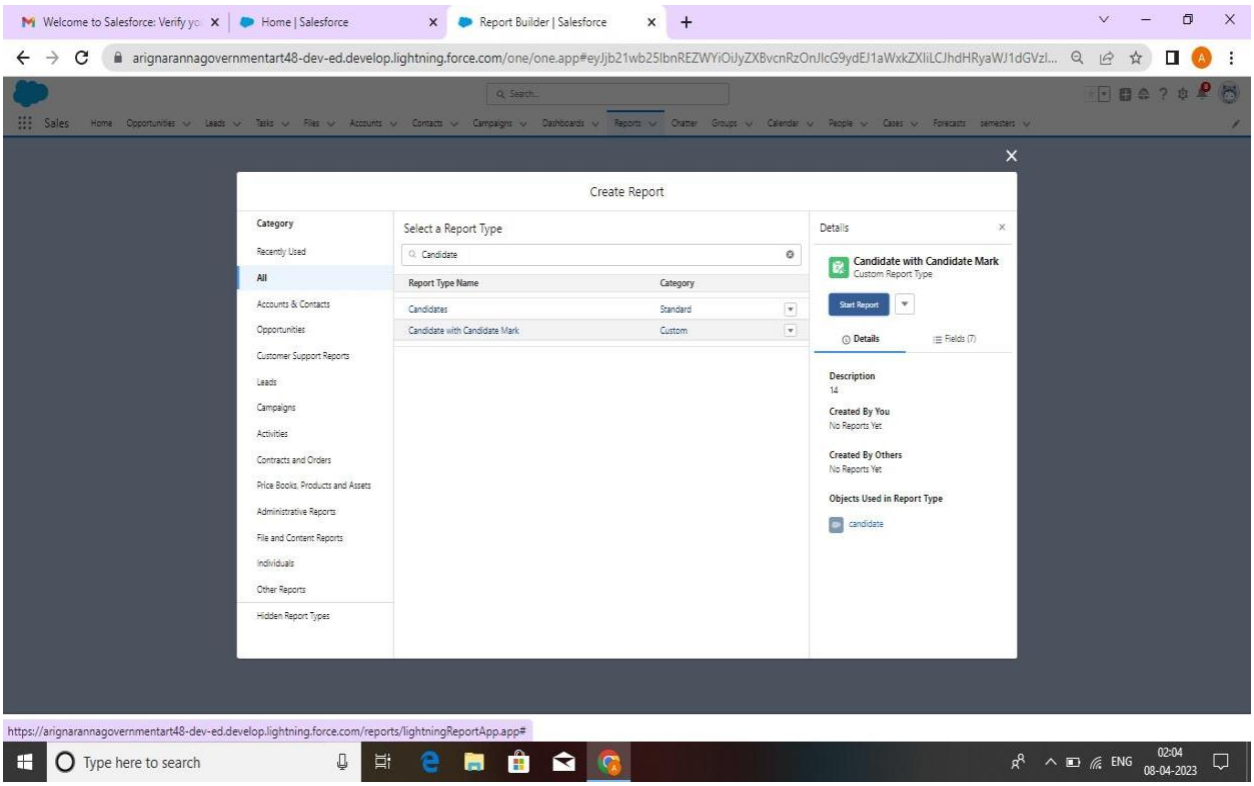
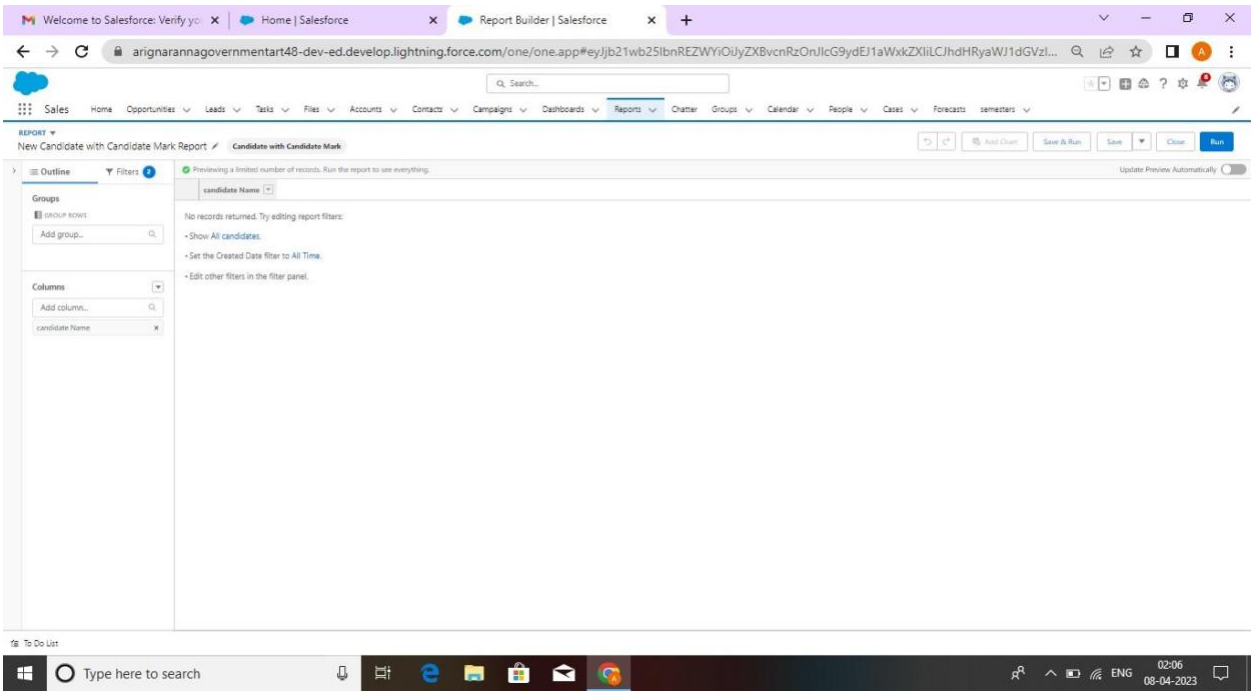
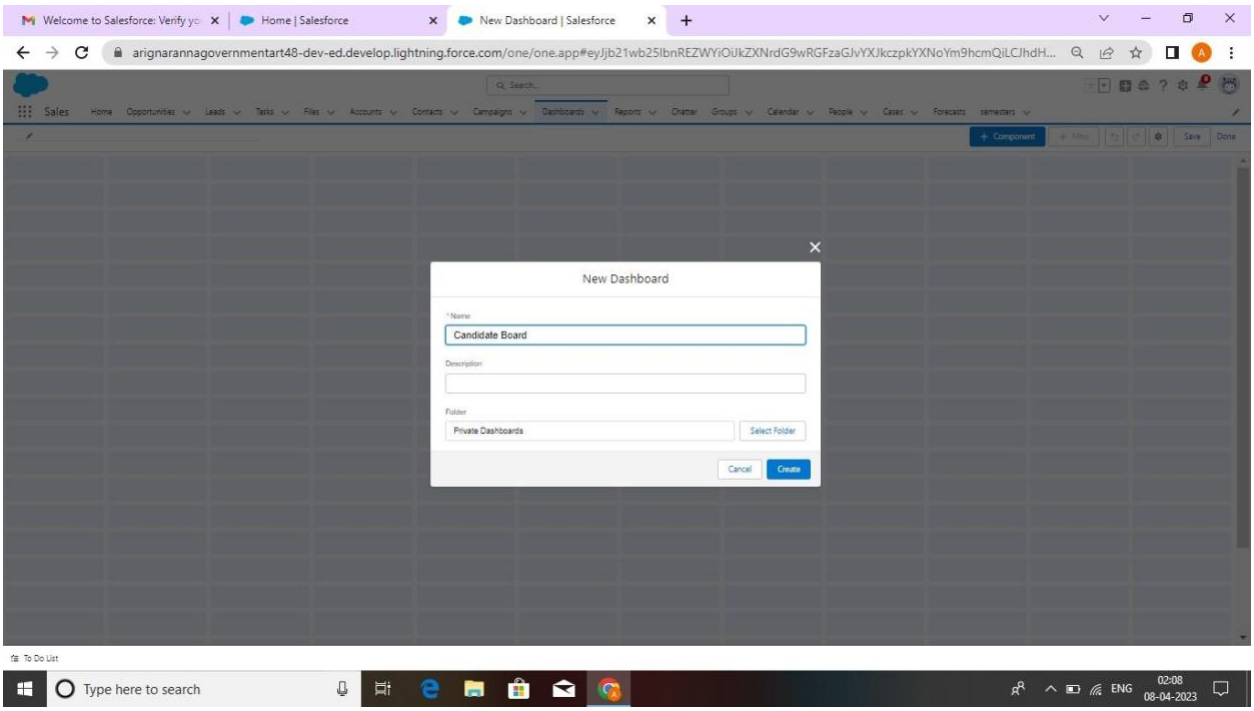
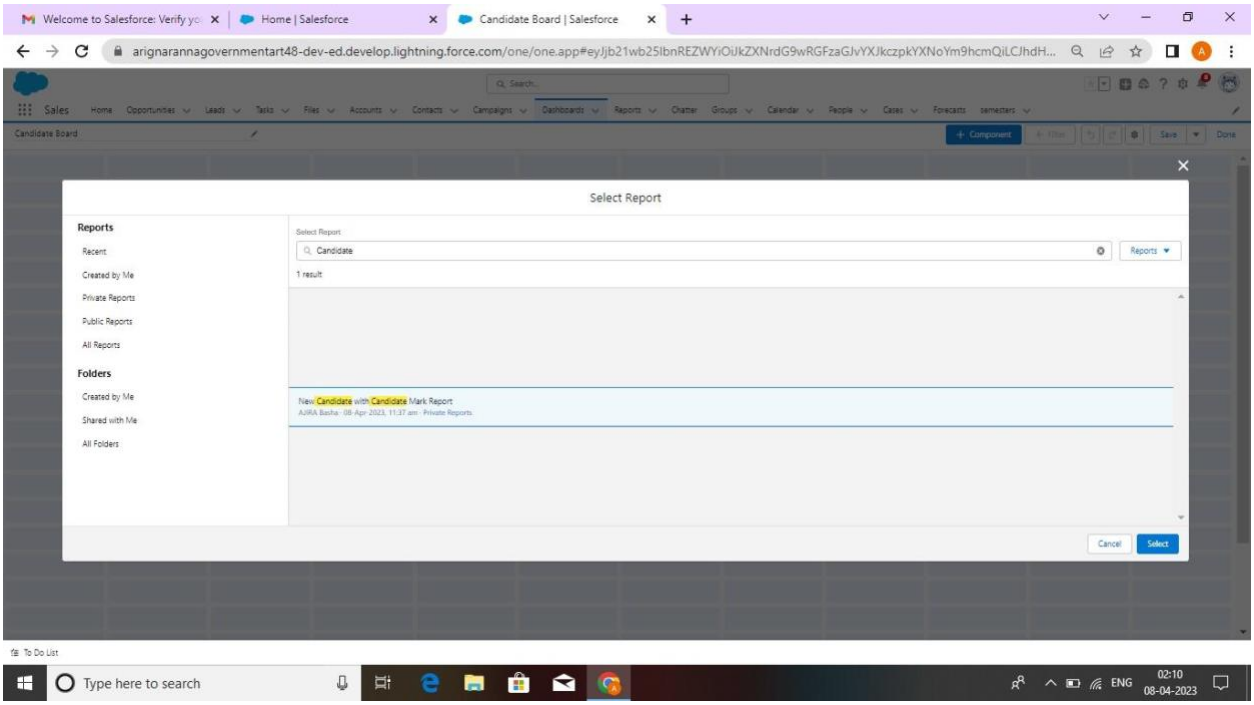
Description
Store in Category
--Select--
Deployment
A report type with deployed status is available for use in the report wizard. While in development, report types are visible only to authorized administrators and their delegates.
Deployment Status
In Development
Deployed
Next
Cancel
Type here to search
ENG
23:57
07-04-2023

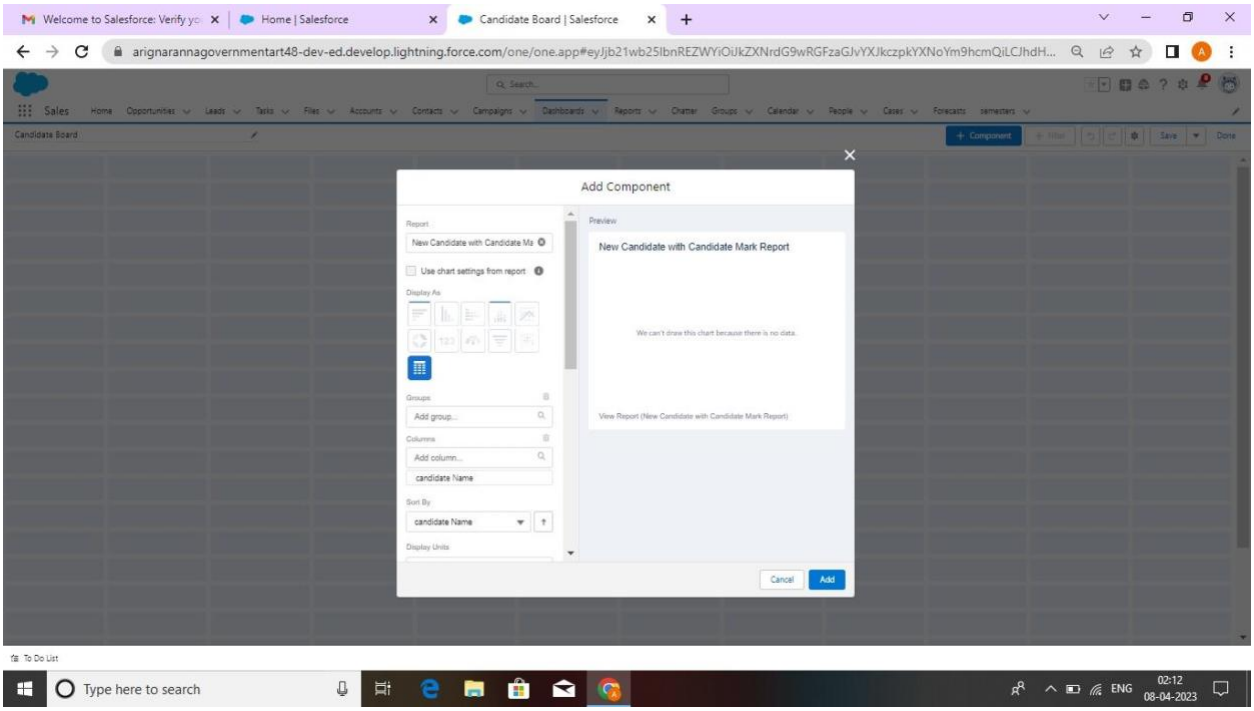

Welcome to Salesforce: Verify yo
Home | Salesforce
Report Types | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/lightning/setup/CustomReportTypes/page?address=%2F0702w00000067ZN
Search Setup
Setup
Home
Object Manager
reports
Feature Settings
Analytics
Reports & Dashboards
Access Policies
Historical Trending
Report Types
Reporting Snapshots
Reports and Dashboards Settings
Didn't find what you're looking for? Try using Global Search.
SETUP
Report Types
Custom Report Type
Candidate with Candidate Mark
Below is the information for this custom report type. You can click the buttons on this page to preview or update information for the custom report type.
Custom Report Type Definition
Edit
Delete
Clone
Report Type Label
Candidate with Candidate Mark
Report Type Name
Candidate_with_Candidate_Marks
Description
14
Created By
AJIRA Basha, 08/04/2023, 9:30 am
Report Type Category
Other Reports
Deployment Status
In Development
Modified By
AJIRA Basha, 08/04/2023, 9:30 am
Object Relationships
Edit
Candidates (A)
Fields Available for Reports
Edit Layout
Preview Layout
Source
Selected Fields
Candidates
7
Type here to search
ENG
00:01
08-04-2023

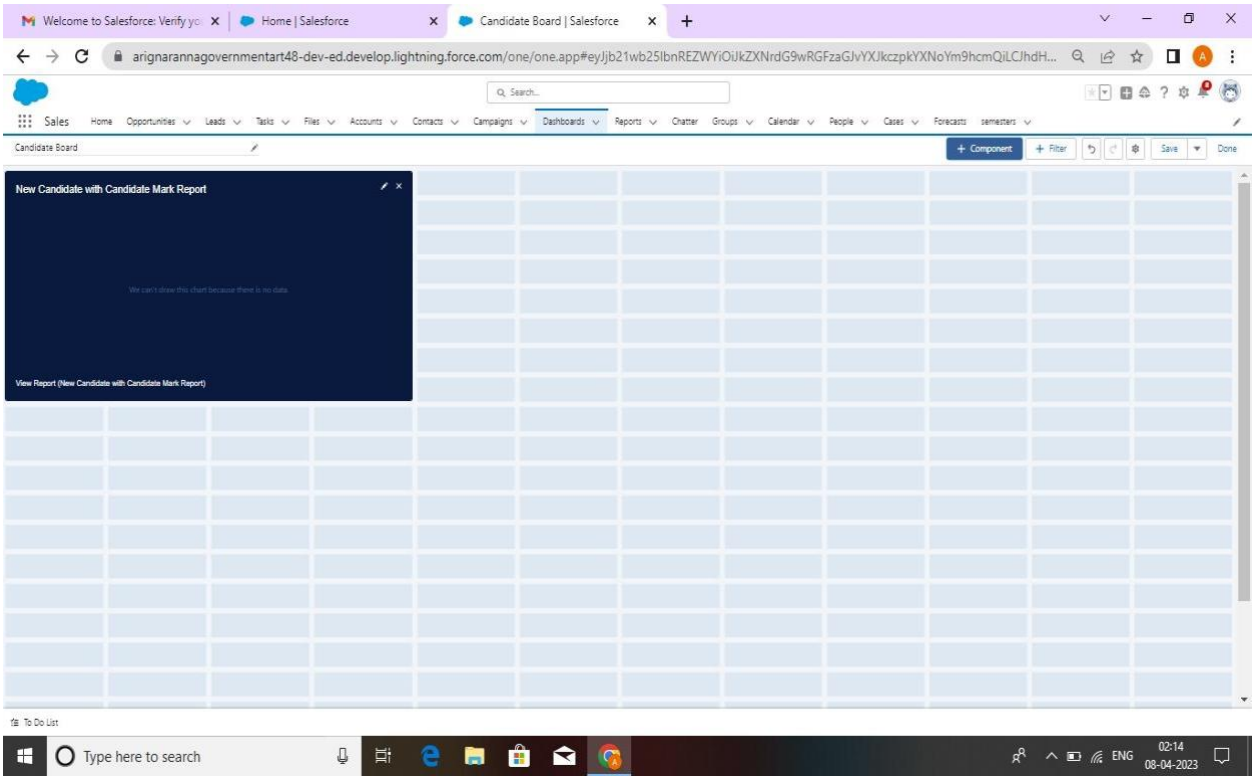

Welcome to Salesforce: Verify yo
Home | Salesforce
Report Builder | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJyZXBvcnRzOnJlcG9ydEJ1aWxkZXIiLCJhdHRyaWJ1dGVzI...
Sales
Home
Opportunities
Leads
Tasks
Files
Accounts
Contacts
Campaigns
Dashboards
Reports
Chatter
Groups
Calendar
People
Cases
Forecasts
semesters
Create Report
Category
Recently Used
All
Accounts & Contacts
Opportunities
Customer Support Reports
Leads
Campaigns
Activities
Contracts and Orders
Price Books, Products and Assets
Administrative Reports
File and Content Reports
Individuals
Other Reports
Hidden Report Types
Select a Report Type
Candidate
Report Type Name
Category
Candidates
Standard
Candidate with Candidate Mark
Custom
Details
Candidate with Candidate Mark
Custom Report Type
Start Report
Details
Fields (7)
Description
14
Created By You
No Reports Yet
Created By Others
No Reports Yet
Objects Used in Report Type
candidate
https://arignarannagovernmentart48-dev-ed.develop.lightning.force.com/reports/lightningReportApp.app#
Type here to search
ENG
02:04
08-04-2023

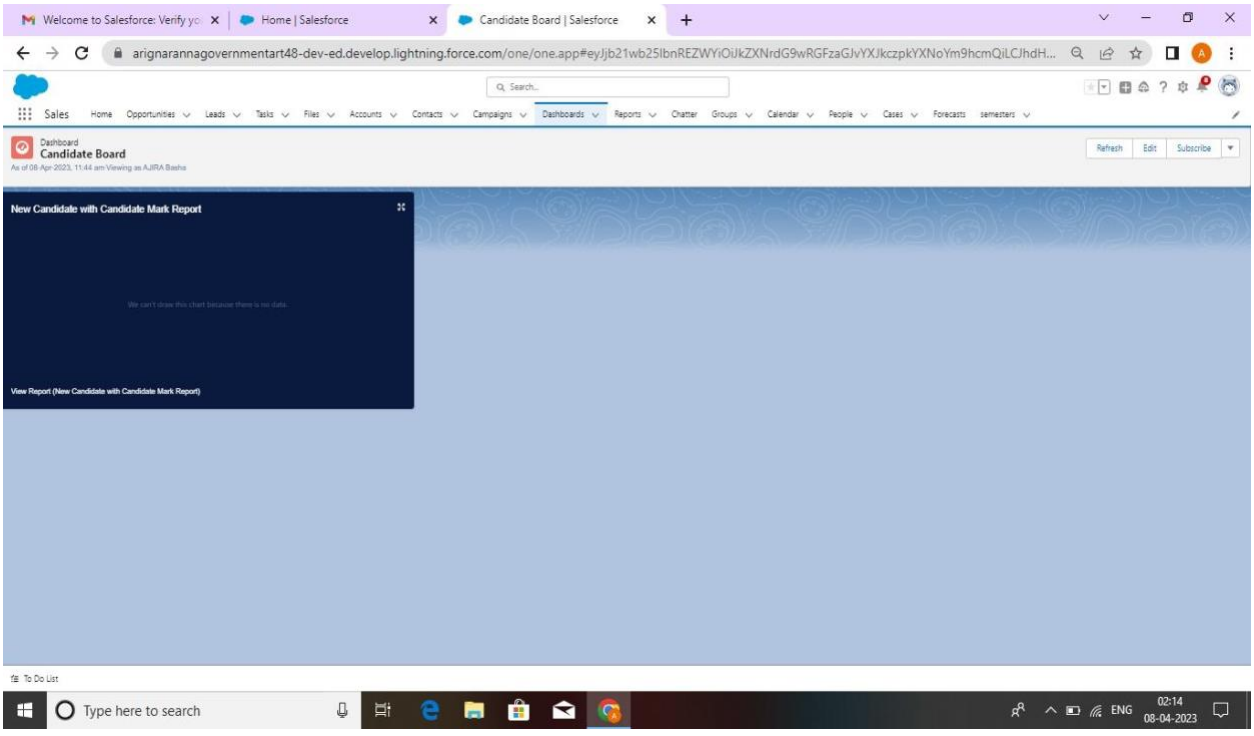

Welcome to Salesforce: Verify yo
Home | Salesforce
Report Builder | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJyZXBvcnRzOnJlcG9ydEJ1aWxkZXIiLCJhdHRyaWJ1dGVzI...
Sales
Home
Opportunities
Leads
Tasks
Files
Accounts
Contacts
Campaigns
Dashboards
Reports
Chatter
Groups
Calendar
People
Cases
Forecasts
semesters
REPORT
New Candidate with Candidate Mark Report
Candidate with Candidate Mark
Run
Outline
Filters
Groups
Add group...
Columns
Add column...
candidate Name
No records returned. Try editing report filters:
• Show All candidates.
• Set the Created Date filter to All Time.
• Edit other filters in the filter panel.
To Do List
Type here to search
ENG
02:06
08-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
New Dashboard | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm9hcmQiLCJhdHH...
Sales
Home
Opportunities
Leads
Tasks
Files
Accounts
Contacts
Campaigns
Dashboards
Reports
Chatter
Groups
Calendar
People
Cases
Forecasts
semesters
+ Component
Save
Done
New Dashboard
Name
Candidate Board
Description
Folder
Private Dashboards
Select Folder
Cancel
Create
To Do List
Type here to search
ENG
02:08
08-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Candidate Board | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm9hcmQiLCJhdH...
Sales
Candidate Board
Select Report
Reports
Recent
Created by Me
Private Reports
Public Reports
All Reports
Folders
Created by Me
Shared with Me
All Folders
Candidate
1 result
New Candidate with Candidate Mark Report
Cancel
Select
To Do List
Type here to search
ENG
02:10
08-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Candidate Board | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm9hcmQiLCJhdH...
Sales
Candidate Board
Add Component
Report
New Candidate with Candidate Ma
Use chart settings from report
Display As
Groups
Add group...
Columns
Add column...
candidate Name
Sort By
candidate Name
Display Units
Preview
New Candidate with Candidate Mark Report
We can't draw this chart because there is no data.
View Report (New Candidate with Candidate Mark Report)
Cancel
Add
To Do List
Type here to search
ENG
02:12
08-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Candidate Board | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm9hcmQiLCJhdH...
Sales
Home
Opportunities
Leads
Tasks
Files
Accounts
Contacts
Campaigns
Dashboards
Reports
Chatter
Groups
Calendar
People
Cases
Forecasts
semesters
Candidate Board
+ Component
+ Filter
Save
Done
New Candidate with Candidate Mark Report
We can't draw this chart because there is no data.
View Report (New Candidate with Candidate Mark Report)
To Do List
Type here to search
ENG
02:14
08-04-2023


Welcome to Salesforce: Verify yo
Home | Salesforce
Candidate Board | Salesforce
arignarannagovernmentart48-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm9hcmQiLCJhdH...
Sales
Home
Opportunities
Leads
Tasks
Files
Accounts
Contacts
Campaigns
Dashboards
Reports
Chatter
Groups
Calendar
People
Cases
Forecasts
semesters
Dashboard
Candidate Board
Refresh
Edit
Subscribe
New Candidate with Candidate Mark Report
We can't draw this chart because there is no data.
View Report (New Candidate with Candidate Mark Report)
To Do List
Type here to search
ENG
02:14
08-04-2023

.4. Trailhead profile public URL

Team lead -https://trailblazer.me/id/mprabakaran7
Team member 1- https://trailblazer.me/id/kalak25
Team member 2-https://trailblazer.me/id/llavanyad
Team member 3- https://trailblazer.me/id/mavan19

5.Adavantages and disadvantages

Advantages,

Better knowledge of your customers. …

Better segmentation. …

Better customer retention. …

Better anticipation of needs. …

Better and speedier communication

Disadvantages,

CRM costs. One of the greatest challenges to CRM implementation is cost.

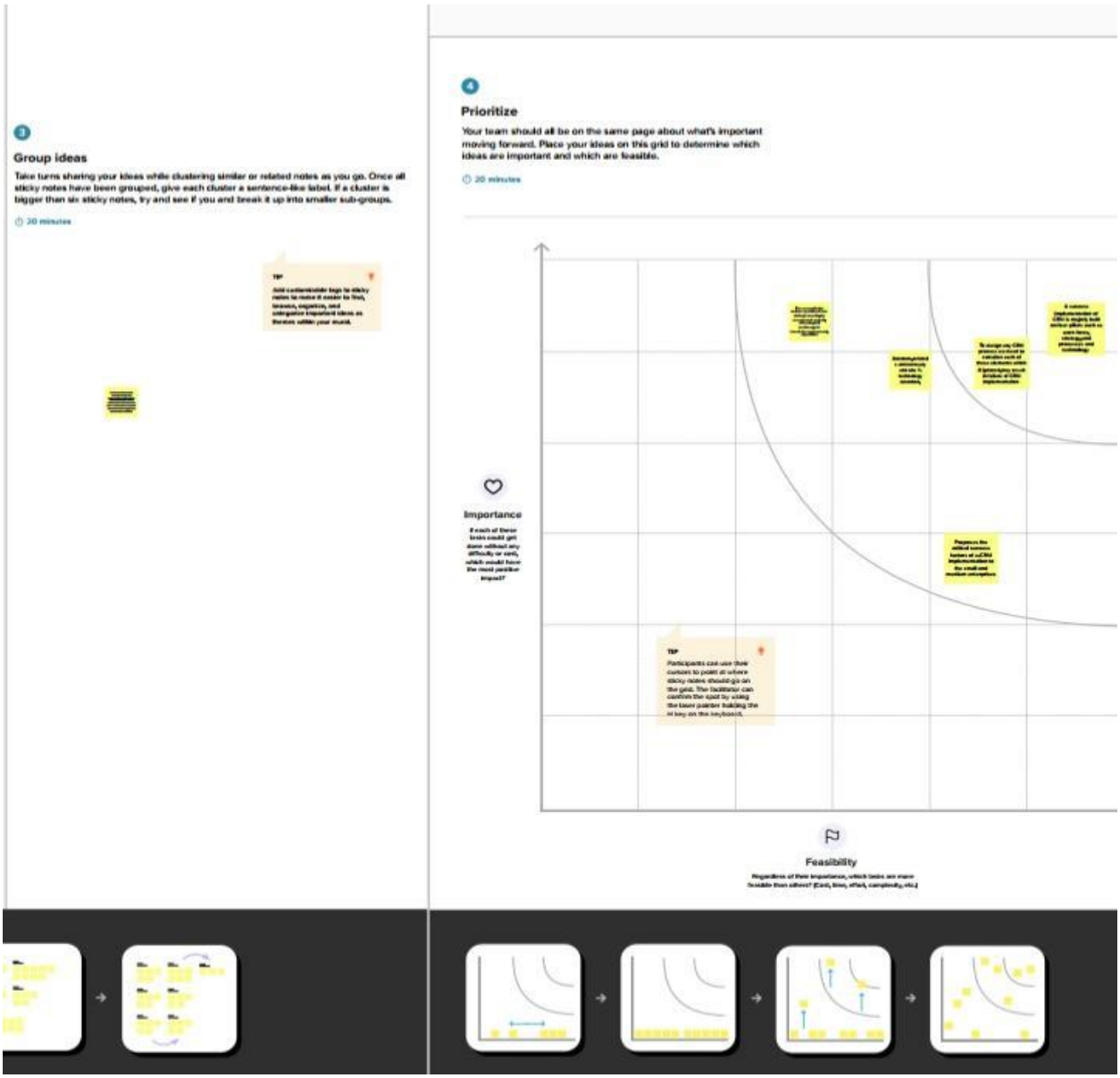
Business culture. A lack of commitment or resistance to cultural change from people within the company can cause major difficulties with CRM implementation.

6. Application

Customer relationship management (CRM) is a **technology** for **managing** all your company's **relationships and** interactions with customers and **potential** customers. The goal is simple: Improve **business relationships**. A CRM system **helps companies** stay **connected** to **customers**, streamline processes, and **improve** profitability.

7. Conclusion

Customer Relationship Management enables a **company** to align its strategy **with** the **needs** of the **customer** in **order** to **best** meet **those** needs and thus ensure long-term **customer loyalty**.

8.**Future scope**

CRM systems might imply automation, but many only offer baseline automation options. The future of CRM will include users who demand more functionality. They'll be looking for providers that cover typical CRM essentials as well as more sophisticated automation.