

PROJECT REPORT

A CRM APPLICATION FOR SCHOOLS/COLLEGES

1. INTRODUCTION

1.1 OVERVIEW

A school CRM is a CRM (Customer Relationship Management) tool built for preschools and K-12 education to streamline the admission process, manage student profiles and relationships with parents through timely communication. Which is the best CRM for schools in the USA Lead Squared's School CRM is the best CRM software for schools in the USA.

1.2 PURPOSE

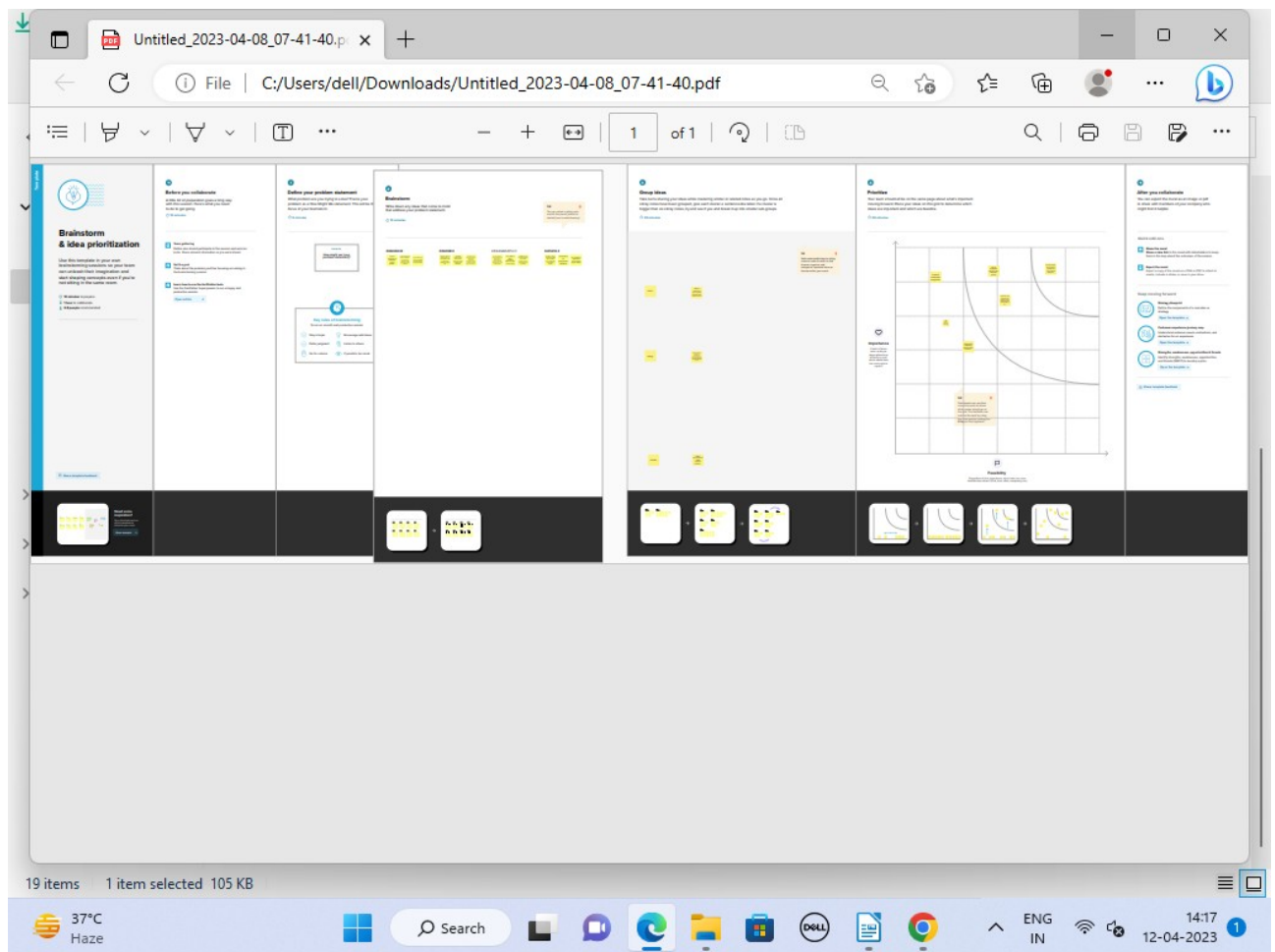
At higher education institutions, a CRM stores data and organizes it in a way that enables users to streamline admissions, target their marketing campaigns, and track results at the other end. CRM systems contain a unified record of all contact information, activities, and attributes for each individual.

PROBLEM DEFINITION & DESIGN THINKING

2.1 EMPATHY MAP

[illegible]

2.2 IDEATION & BRAINSTORMING MAP



RESULT

3.1 DATA MODEL:

Object name	Field in the Object	
Obj1	Field label	Data type
	Student name	text
Obj2	Field label	Data type
	Owner	Lookup

3.2 ACTIVITY & SCREENSHOT

MILESTONE 1

ACTIVITY 1

salesforce login - Yahoo India Se x Kesavan M | Salesforce x +

aagacmusuri5-dev-ed.develop.lightning.force.com/lightning/r/User/0052w00000F1UPxAAN/v... Paused

Salesforce navigation bar: Sales, Home, Opportunities, Leads, Tools, Files, Accounts, Contacts, Campaigns, Dashboards, Reports, Flows, Groups, Global, People, Teams, Favorites, Recently.

Header: Kesavan M, kesavanm@cs...

Details:

Details	
Name: Kesavan M	Message
Type: User	Company Name: ANAGACALUSIS
Email: msk1751@gmail.com	Phone:
Address: IT	Mobile: +91 9362280051
Avatar: Kesavan M	
Avatar ID: kesavanm@cs...	

Chatter:

Post | Poll | Question

Post content area with text input and "Post" button.

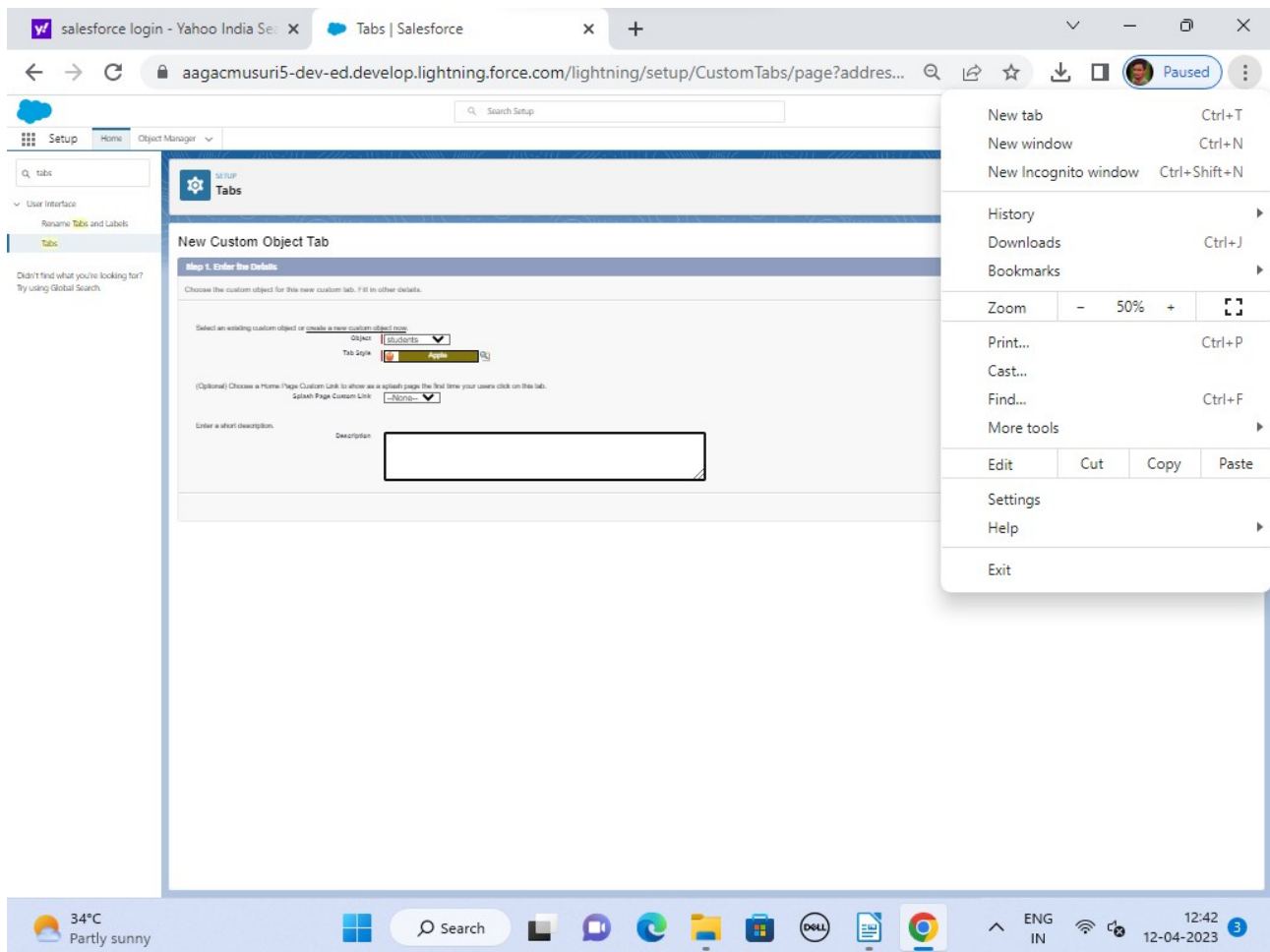
Related:

- Groups (0)
- Files (0)
- Following (0)
- Followers (0)

Footer: 34°C Very high UV, Search, Windows taskbar icons, ENG IN, 12:34 12-04-2023

MILESTONE 2 -OBJECT

ACTIVITY 1



MILESTONE-3:

ACTIVITY:

salesforce login - Yahoo India Se

App Manager | Salesforce

← → ↺

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Setup

Home

Object Manager

🔍 app

Saloforce Mobile App

▼ Data

▼ Apps

▼ App Manager

▼ AppExchange Marketplace

▼ Connected Apps

▼ Lightning Bolt

▼ Mobile Apps

▼ Salesforce

▼ Packaging

▼ Feature Settings

▼ Analytics

▼ Data.com

▼ Process Automation

▼ Approval Processes

▼ User Interface

▼ App Menu

Enable App Cloning

22 items • Sorted by App Name • Filtered by All app menu items - Lightning type

	App Name	Developer Name	Description	Last Modified Date	App Type	Visible In...
1	All Tabs	AllTabSet		10/03/2023, 6:55 pm	Classic	
2	Analytics Studio	Insights	Build CRM Analytics dashboards and apps	10/03/2023, 6:55 pm	Classic	✓
3	App Launcher	AppLauncher	App Launcher tabs	10/03/2023, 6:55 pm	Classic	✓
4	Bolt Solutions	LightningBolt	Discover and manage business solutions designed for your industry.	10/03/2023, 6:58 pm	Lightning	✓
5	Community	Community	Salesforce CRM Communities	10/03/2023, 6:55 pm	Classic	✓
6	Content	Content	Salesforce CRM Content	10/03/2023, 6:55 pm	Classic	✓
7	Data Manager	DataManager	Use Data Manager to view limits, monitor usage, and manage recipes.	10/03/2023, 6:55 pm	Lightning	✓
8	Digital Experiences	SalesforceCMS	Manage content and media for all of your sites	10/03/2023, 6:55 pm	Lightning	✓
9	kenavan	kenavan		17/03/2023, 11:43 am	Lightning	✓
10	Lightning Usage App	LightningInstrumentation	View Adoption and Usage Metrics for Lightning Experience	10/03/2023, 6:55 pm	Lightning	✓
11	Marketing	Marketing	Best in class on demand marketing automation	10/03/2023, 6:55 pm	Classic	✓
12	Platform	Platform	The fundamental Lightning Platform	10/03/2023, 6:55 pm	Classic	
13	Queue Management	QueueManagement	Create and manage queues for your business.	10/03/2023, 6:55 pm	Lightning	✓
14	Sales	Sales	The world's most popular sales force automation (SFA) solution	10/03/2023, 6:55 pm	Classic	
15	Sales	LightningSales	Manage your sales process with accounts, leads, opportunities, and more	10/03/2023, 6:58 pm	Lightning	✓
16	Sales Console	LightningSalesConsole	(Lightning Experience) Lets sales reps work with multiple records on one screen	10/03/2023, 6:55 pm	Lightning	✓
17	Salesforce Chatter	Chatter	The Salesforce Chatter social network, including profiles and feeds	10/03/2023, 6:55 pm	Classic	✓
18	Salesforce Scheduler Setup	LightningScheduler	Set up personalized appointment scheduling	10/03/2023, 6:57 pm	Lightning	✓
19	Service	Service	Manage customer service with accounts, contacts, cases, and more	10/03/2023, 6:55 pm	Classic	✓
20	Service Console	LightningService	(Lightning Experience) Lets support agents work with multiple records across customer service channels on one screen	10/03/2023, 6:55 pm	Lightning	✓
21	Sites.com	Sites	Build pixel perfect, data rich websites using the drag and drop Sites.com application, and manage content and published sites.	10/03/2023, 6:55 pm	Classic	
22	Subscription Management	RevenueCloudConsole	Get started automating your revenue processes	10/03/2023, 6:55 pm	Lightning	✓

34°C

Partly sunny

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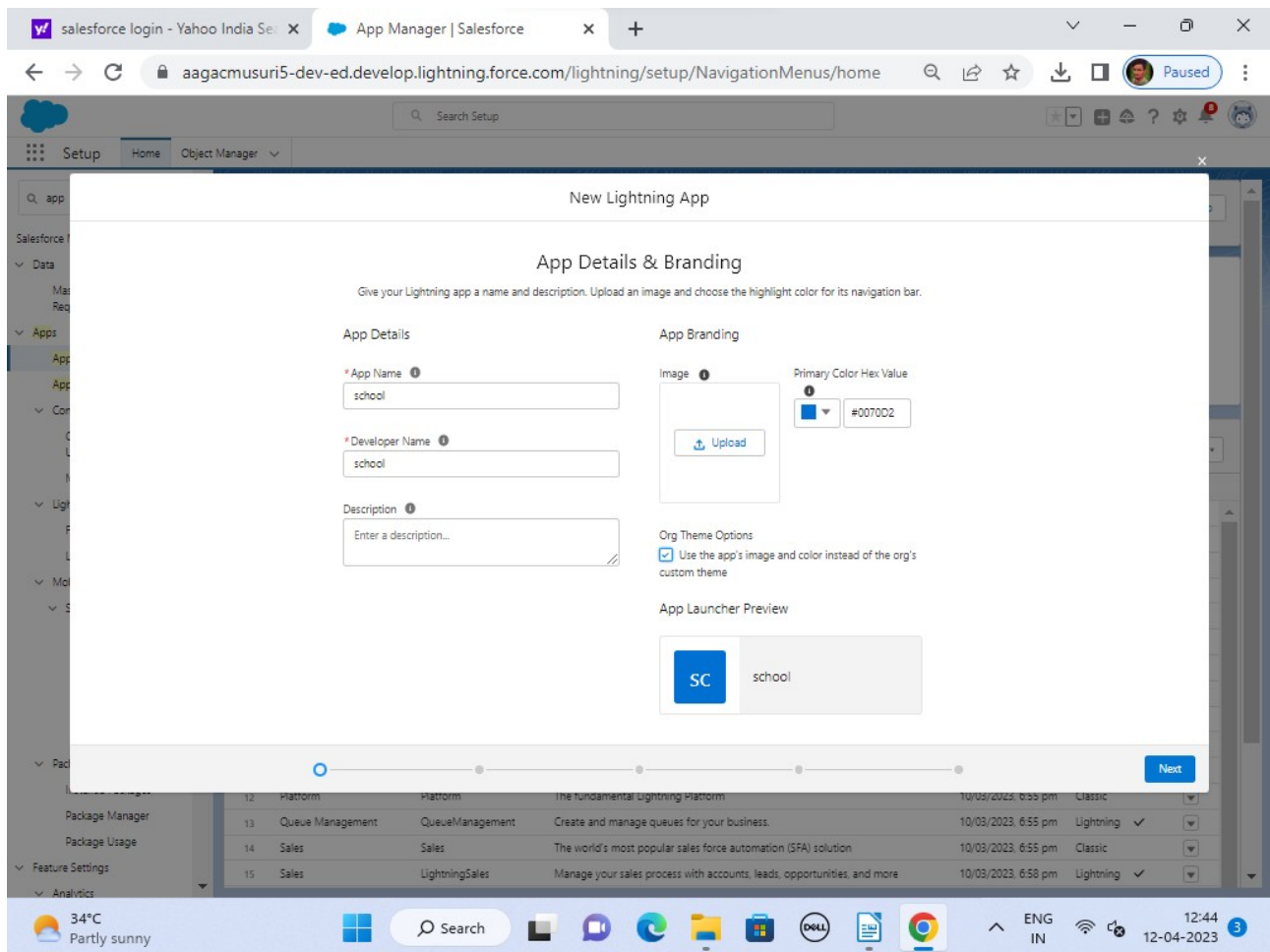
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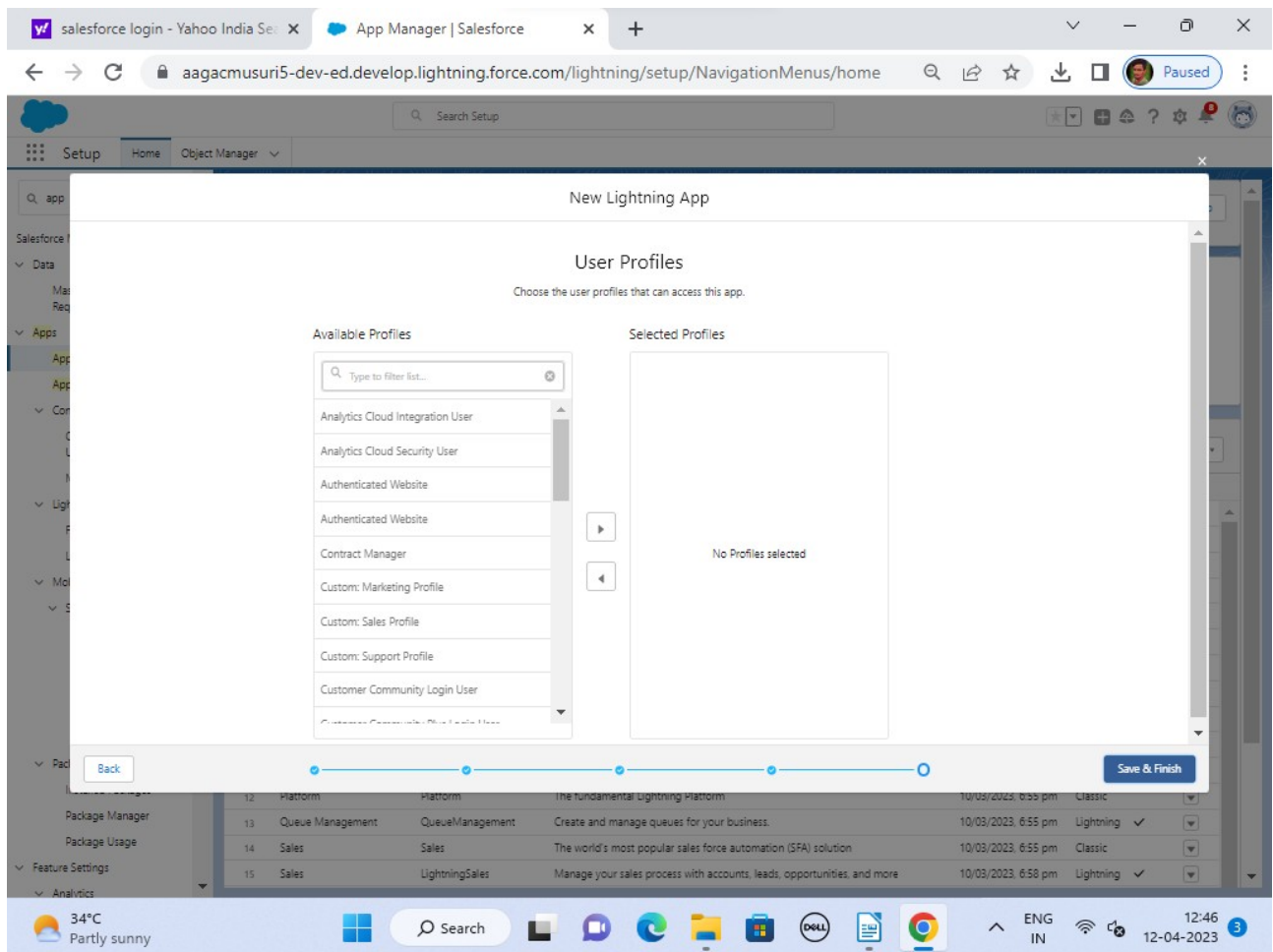
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3





MILESTONE:4

ACTIVITY:1

salesforce login - Yahoo India Se: x students | Salesforce x +

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Search Setup

Setup Home Object Manager

SETUP > OBJECT MANAGER students

Details

Fields & Relationships

9 Items, Sorted by Field Label

Quick Find New Deleted Fields Field Dependencies Set History Tracking

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
6382280024	X6382280024__c	Text Area(255)		
address	address__c	Text Area(255)		
Created By	CreatedById	Lookup(User)		
district	district__c	Text Area(255)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
school	school__c	Text Area(255)		
state	state__c	Text Area(255)		
students Name	Name	Text(80)		✓

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MILESTONE-5:

ACTIVITY:

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aagacmusuri5-dev-ed.develop.lightning.force.com/lightning/setup/EnhancedProfiles/home

Setup Home Object Manager

Profiles

Profiles

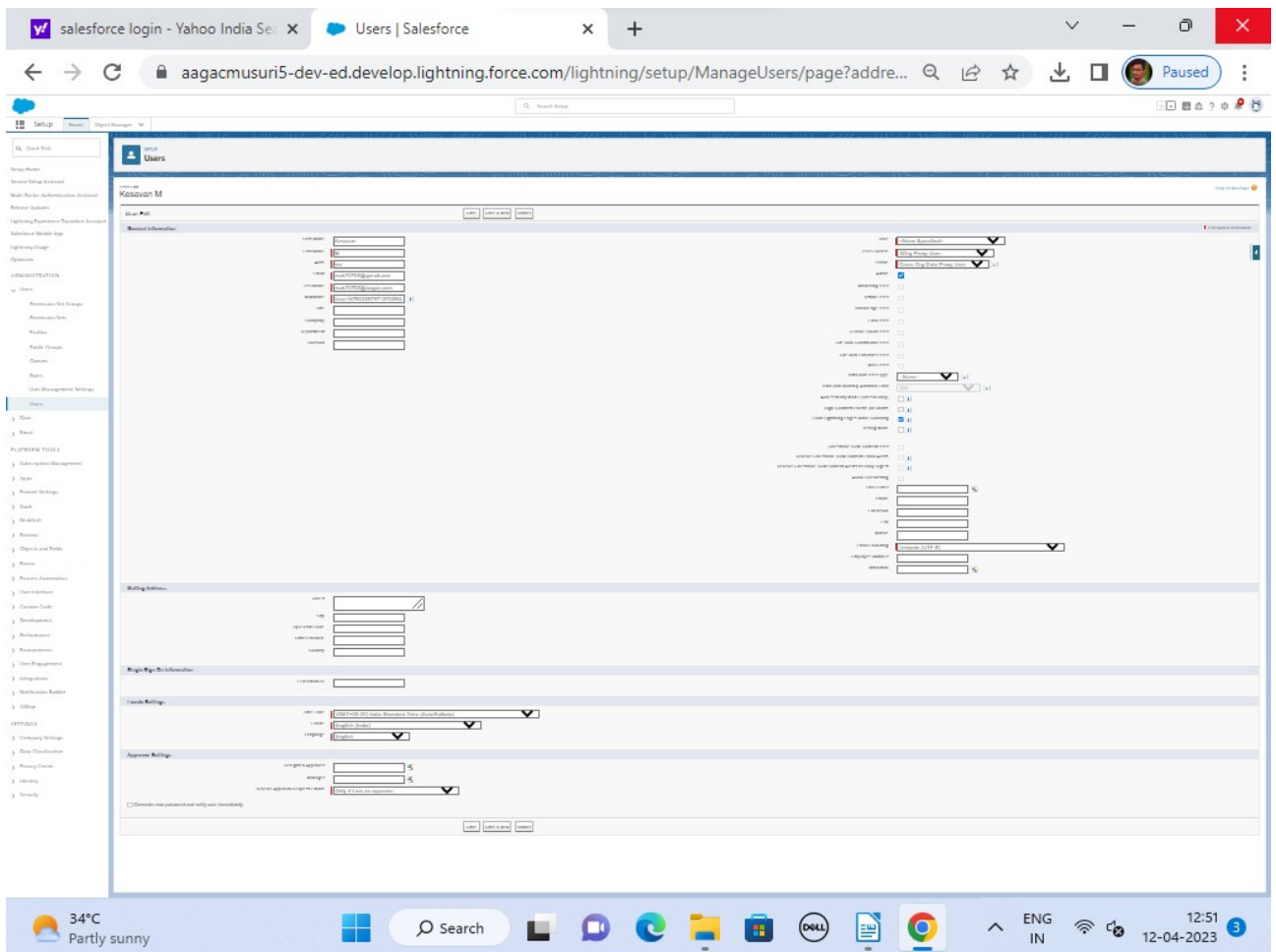
Action	Profile Name	User License	Custom
<input type="checkbox"/> Edit Clone	Analytics Cloud Integration User	Analytics Cloud Integration User	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Analytics Cloud Security User	Analytics Cloud Integration User	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Authenticated Website	Authenticated Website	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Authenticated Website	Authenticated Website	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Chatter External User	Chatter External	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Chatter Free User	Chatter Free	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Chatter Moderator User	Chatter Free	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Contract Manager	Salesforce	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Chatter Org Data Proxy User	XOrg Proxy User	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Custom Marketing Profile	Salesforce	<input checked="" type="checkbox"/>
<input type="checkbox"/> Edit Clone	Custom Sales Profile	Salesforce	<input checked="" type="checkbox"/>
<input type="checkbox"/> Edit Clone	Custom Support Profile	Salesforce	<input checked="" type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Community Login User	Customer Community Login	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Community Plus Login User	Customer Community Plus Login	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Community Plus User	Customer Community Plus	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Community User	Customer Community	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Portal Manager Custom	Customer Portal Manager Custom	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Customer Portal Manager Standard	Customer Portal Manager Standard	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	External Appx Login User	External Appx Login	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	External Identity User	External Identity	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Force.com - App Subscription User	Force.com - App Subscription	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Force.com - Free User	Force.com - Free	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	Gold Partner User	Gold Partner	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	High Volume Customer Portal	High Volume Customer Portal	<input type="checkbox"/>
<input type="checkbox"/> Edit Clone	High Volume Customer Portal User	High Volume Customer Portal	<input type="checkbox"/>

1-25 of 28 0 Selected

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MILESTONE-6:

ACTIVITY:



MILESTONE -7:

ACTIVITY:1

salesforce login - Yahoo India Se: xPermission Sets | Salesforce x+

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Search Setup

SetupHomeObject Manager

per

Lightning Experience Transition Assistant

Users

Permission Set Groups

Permission Sets

Feature Settings

Digital Experiences

Settings

Functions

Sales

Accounts

Person Accounts

Salesforce Scheduler

Assignment Policies

Salesforce Scheduler Settings

Scheduling Policies

Skills

Process Automation

Automation Home (Beta)

Flows

Micro to Flow

SETUP

Permission Sets

Permission Set Create

Help for this Page

SaveCancel

Enter permission set information

Required Information

Labelteacher permission

API Nameteacher_permission

Description

Session Activation Required

Select the type of users who will use this permission set

Who will use this permission set?

-Choose "--None--" if you plan to assign this permission set to multiple users with different user and permission set licenses.

-Choose a specific user license if you want users with only one license type to use this permission set.

-Choose a specific permission set license if you want this permission set license auto-assigned with the permission set.

Not sure what a permission set license is? [Learn more here.](#)

License--None--

SaveCancel

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Search Setup

Setup Home Object Manager

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Lightning Experience Transition Assistant

Users

Permission Set Groups

Permission Sets

Feature Settings

Digital Experiences

Settings

Functions

Sales

Accounts

Person Accounts

Salesforce Scheduler

Assignment Policies

Salesforce Scheduler Settings

Scheduling Policies

Skills

Process Automation

Automation Home (Beta)

Flows

PERMISSION SET 'EXPERIENCE PROFILE MANAGER' > MANAGE ASSIGNMENT EXPIRATION

Experience Profile Manager

Select Users to Assign

Recently Viewed

3 items • Updated a few seconds ago

Search this list...

<input type="checkbox"/>	Full Name	Title	Phone	Email	
<input type="checkbox"/>	Kesavan M			mak70705@gmail.com	
<input type="checkbox"/>	Integration User			noreply@example.com	
<input type="checkbox"/>	Kesavan M			mak70705@gmail.com	

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MILESTONE -8:

ACTIVITY:

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🌩 Sales Home Opportunities ▾ Leads ▾ Tasks ▾ Files ▾ Accounts ▾ Contacts ▾ Campaigns ▾ Dashboards ▾ Reports ▾ Chatter More ▾ 🖋

Reports

Recent 🔍 Search recent reports... New Report New Folder ⚙️

1 item

REPORTS	Report Name ▾	Description ▾	Folder ▾	Created By ▾	Created On ▾	Subscribed
Recent	student&parent		Private Reports	Kesavan M	17/3/2023, 12:33 pm	📄

Created by Me

Private Reports

Public Reports

All Reports

FOLDERS

All Folders

Created by Me

Shared with Me

FAVORITES

All Favorites

📅 To Do List

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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

Select a Report Type

Search Report Types...

Recently Used Report Types

Report Type Name	Category
Accounts	Standard

Details

Accounts

Standard Report Type

Start Report

Details

Fields (63)

Created By You

student&parent

Last Used 3/17/2023

Created By Others

No Reports Yet

Objects Used in Report Type

Role

Account

To Do List

salesforce login - Yahoo India Se: x Report Builder | Salesforce x +

aagacmusuri5-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZWYiOiIy...

Search...

Sales Home Opportunities Leads Tasks Files Accounts Contacts Campaigns Dashboards Reports Chatter More

REPORT New Accounts Report Accounts Add Chart Save & Run Save Close Run

Previewing a limited number of records. Run the report to see everything. Update Preview Automatically

	Last Activity	Account Owner	Account Name	Billing State/Province	Type	Rating	Last Modified Date
1	-	Kesavan M	GenePoint	CA	Customer - Channel	Cold	10/03/2023
2	-	Kesavan M	United Oil & Gas, UK	UK	Customer - Direct	-	10/03/2023
3	-	Kesavan M	United Oil & Gas, Singapore	Singapore	Customer - Direct	-	10/03/2023
4	-	Kesavan M	Edge Communications	TX	Customer - Direct	Hot	10/03/2023
5	-	Kesavan M	Burlington Textiles Corp of America	NC	Customer - Direct	Warm	10/03/2023
6	-	Kesavan M	Pyramid Construction Inc.	-	Customer - Channel	-	10/03/2023
7	-	Kesavan M	Dickenson plc	KS	Customer - Channel	-	10/03/2023
8	-	Kesavan M	Grand Hotels & Resorts Ltd	IL	Customer - Direct	Warm	10/03/2023
9	-	Kesavan M	Express Logistics and Transport	OR	Customer - Channel	Cold	10/03/2023
10	-	Kesavan M	University of Arizona	AZ	Customer - Direct	Warm	10/03/2023
11	-	Kesavan M	United Oil & Gas Corp.	NY	Customer - Direct	Hot	10/03/2023
12	-	Kesavan M	sForce	CA	-	-	10/03/2023
13	-	Automated Process	Sample Account for Entitlements	-	-	-	10/03/2023

To Do List

35°C Haze Search ENG IN 13:14 12-04-2023

4 TRAILHEAD PROFILE PUBLIC URL:

Team lead: <https://trailblazer.me/id/kkesavan10>

Team member 1: <https://trailblazer.me/id/kcrush2>

Team member 2: <https://trailblazer.me/id/nathk6>

Team member 3: <https://trailblazer.me/id/mmoorthi2>

PROJECT REPORT

5 ADVANTAGES & DISADVANTAGE:

with fun. First let us have a look at the advantages of being a

student: Study with fun: This is the phase when you can have good classroom experiences and study Teachers, students and parents can take a collective effort to make this the most enjoyable period when you study novel concepts without losing the fun element.

Despite of some foreseeing benefits of schooling, from my perspective, there exist numerous disadvantages brought about by compulsory education and exam system. To begin with, I strongly believe that schooling system is demolishing creativity of children. Students have gradually lost their capacity due to the dull teaching method.

APPLICATIONS:

Many colleges use centralized applications to streamline the admissions process. The most popular application system is the Common App, which is used by over 900 schools. A competitor to the Common App, the Coalition App is another popular application platform. The Universal College App has fallen out of favor in recent years.

CONCLUSION:

The impression you leave in the final sentences of your essay will remain with your reader. A great conclusion can be more powerful than anything featured on your transcript because it can set you apart from everyone else. Here are tips for what to avoid, and what to do, in order to write the best conclusion for your college essay.

FUTURE SCOPE:

These are courses that have good scope in future. Breakthroughs in Science and Technology have been revolutionizing the way we think and live. Therefore courses in the same direction or allied or even supportive will help you stay relevant in the job market with an inherent potential for growth.

