

# Project Report

## PROPERTY MANAGEMENT APPLICATION

### 1. INTRODUCTION

#### 1.1 Overview

Property management applications are software solutions designed to help property managers and landlords manage their properties more efficiently. These applications automate various aspects of property management, including rent collection, maintenance requests, tenant communication, accounting, and reporting.

Property management applications can be cloud-based, which means that users can access them from any device with an internet connection. This is particularly helpful for property managers who are constantly on the go and need to access information from multiple locations.

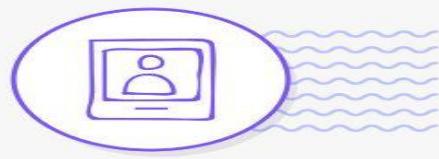
#### 1.2 Purpose

The purpose of property management applications is to provide property managers and landlords with a software solution that can help them manage their rental properties more efficiently. These applications automate many aspects of property management, including rent collection, lease tracking, maintenance management, tenant communication, accounting, and reporting.

The ultimate goal of property management applications is to help property managers save time and money by streamlining routine tasks and providing easy access to important information. By automating many aspects of property management, property managers can focus on more strategic tasks that require human input, such as developing and implementing long-term plans for their properties.

### 2. PROBLEM DEFINITION & DESIGN THINKING

#### 2.1 Empathy Map



## Empathy map

Use this framework to develop a deep, shared understanding and empathy for other people. An empathy map helps describe the aspects of a user's experience, needs and pain points, to quickly understand your users' experience and mindset.

 Share template feedback



### Need some inspiration?

See a finished version of this template to kickstart your work.

[Open example →](#)



## Build empathy

The information you add here should be representative of the observations and research you've done about your users.

### Says

What have we heard them say?  
What can we imagine them saying?

Property management application  
is a great innovation. It allows us to manage our properties from anywhere, at a  
fraction of the cost.

I especially like  
the feature where I can  
see all the details of my  
properties in one place.  
It's really convenient.

Property management  
application has been  
revolutionizing the way  
we manage our properties.  
It's a game-changer!

It's great  
because it  
lets me  
keep track  
of my  
properties  
from  
anywhere.

Property Management Application using salesforce

Property management  
application has been  
revolutionizing the way  
we manage our properties.  
It's a game-changer!

We want to  
purchase an  
affordable and  
modernized  
property.

Example apps:  
Orbita,  
Buildium, Rent  
management,  
Property Boss

Many people believe  
that property management  
applications are useful  
for managing their  
businesses.

They feel that  
they would not  
be able to succeed  
in the market of  
property.

The number of  
people is rising rapidly.  
Owning a home  
is becoming more  
expensive than ever.

Home seekers  
have organized  
themselves to  
overcome these  
challenges.

People believe that  
these challenges are  
increasing day by day.  
They are looking for  
ways to overcome  
these challenges.

What are their wants,  
needs, hopes,  
and dreams? What other thoughts  
might influence their behavior?

They are  
looking for  
cheap, handle-  
free, great  
properties.

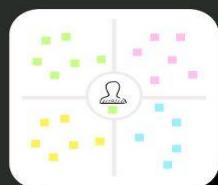
They want to  
live in their own  
house. So they  
look for a house  
to buy a house.

They think of buying  
a property after  
receiving education.  
The house will also  
depend on the  
size of the property.

They want to buy  
property now  
because of their  
future generation.

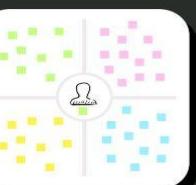
### Does

What behavior have we observed?  
What can we imagine them doing?



### Feels

What are their fears, frustrations, and  
anxieties? What other feelings might  
influence their behavior?



## 2.2 Ideation & Brainstorming Map



## Brainstorm & idea prioritization

Use this template in your own  
brainstorming sessions so your team  
can unleash their imagination and  
start shaping concepts even if you're  
not sitting in the same room.

- 10 minutes** to prepare
  - 1 hour** to collaborate
  - 2-8 people** recommended
-





## Before you collaborate

A little bit of preparation goes a long way with this session. Here's what you need to do to get going.

⌚ 10 minutes

A

### Team gathering

Define who should participate in the session and send an invite. Share relevant information or pre-work ahead.

B

### Set the goal

Think about the problem you'll be focusing on solving in the brainstorming session.

C

### Learn how to use the facilitation tools

Use the Facilitation Superpowers to run a happy and productive session.

[Open article](#) →



1

## Define your problem statement

What problem are you trying to solve? Frame your problem as a How Might We statement. This will be the focus of your brainstorm.

⌚ 5 minutes

PROBLEM  
How might we [your problem statement]?



### Key rules of brainstorming

To run a smooth and productive session

- |                 |                         |
|-----------------|-------------------------|
| Stay in topic.  | Encourage wild ideas.   |
| Defer judgment. | Listen to others.       |
| Go for volume.  | If possible, be visual. |

2

### Brainstorm

Write down any ideas that come to mind that address your problem statement.

⌚ 10 minutes

TIP

You can select a sticky note and hit the pencil [switch to sketch] icon to start drawing!

Person 1



Person 2



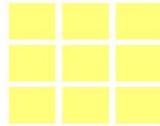
Person 3



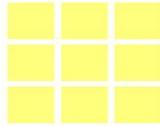
Person 4



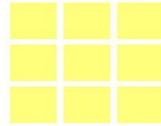
Person 5



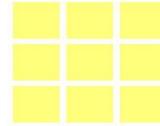
Person 6



Person 7



Person 8



3

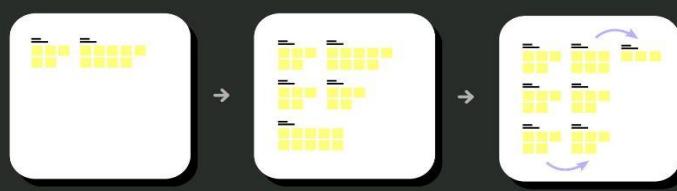
### Group ideas

Take turns sharing your ideas while clustering similar or related notes as you go. Once all sticky notes have been grouped, give each cluster a sentence-like label. If a cluster is bigger than six sticky notes, try and see if you can break it up into smaller sub-groups.

⌚ 20 minutes

TIP

Add customizable tags to sticky notes to make it easier to find, browse, organize, and categorize important ideas as themes within your mural.

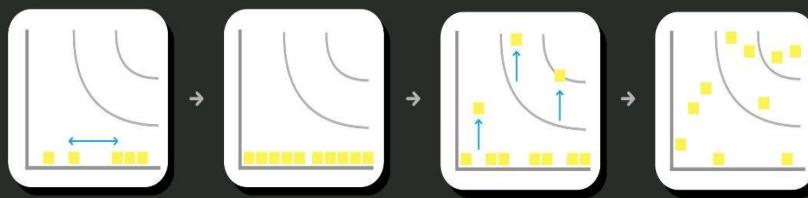
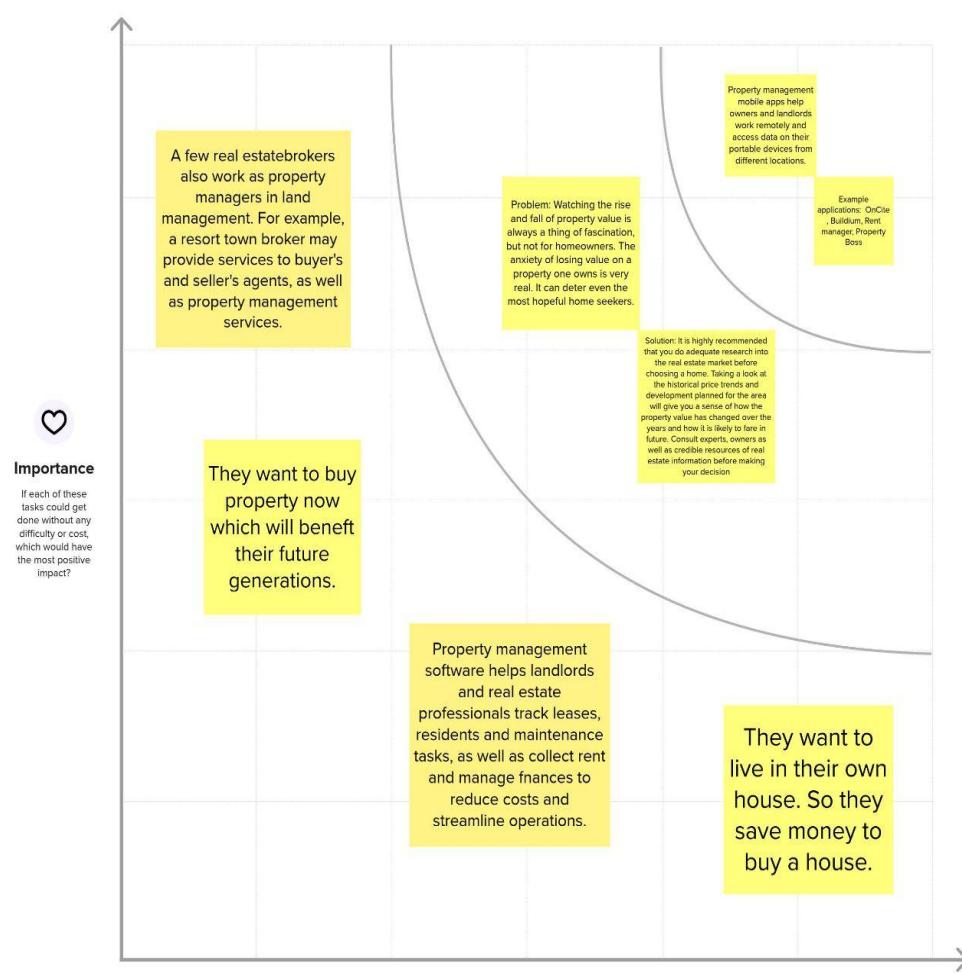


4

## Prioritize

Your team should all be on the same page about what's important moving forward. Place your ideas on this grid to determine which ideas are important and which are feasible.

⌚ 20 minutes





## After you collaborate

You can export the mural as an image or pdf to share with members of your company who might find it helpful.

### Quick add-ons

#### A Share the mural

Share a view link to the mural with stakeholders to keep them in the loop about the outcomes of the session.

#### B Export the mural

Export a copy of the mural as a PNG or PDF to attach to emails, include in slides, or save in your drive.

### Keep moving forward



#### Strategy blueprint

Define the components of a new idea or strategy.

[Open the template →](#)



#### Customer experience journey map

Understand customer needs, motivations, and obstacles for an experience.

[Open the template →](#)



#### Strengths, weaknesses, opportunities & threats

Identify strengths, weaknesses, opportunities, and threats (SWOT) to develop a plan.

[Open the template →](#)

[Share template feedback](#)

## 3. RESULT

### 3.1 Data Model:

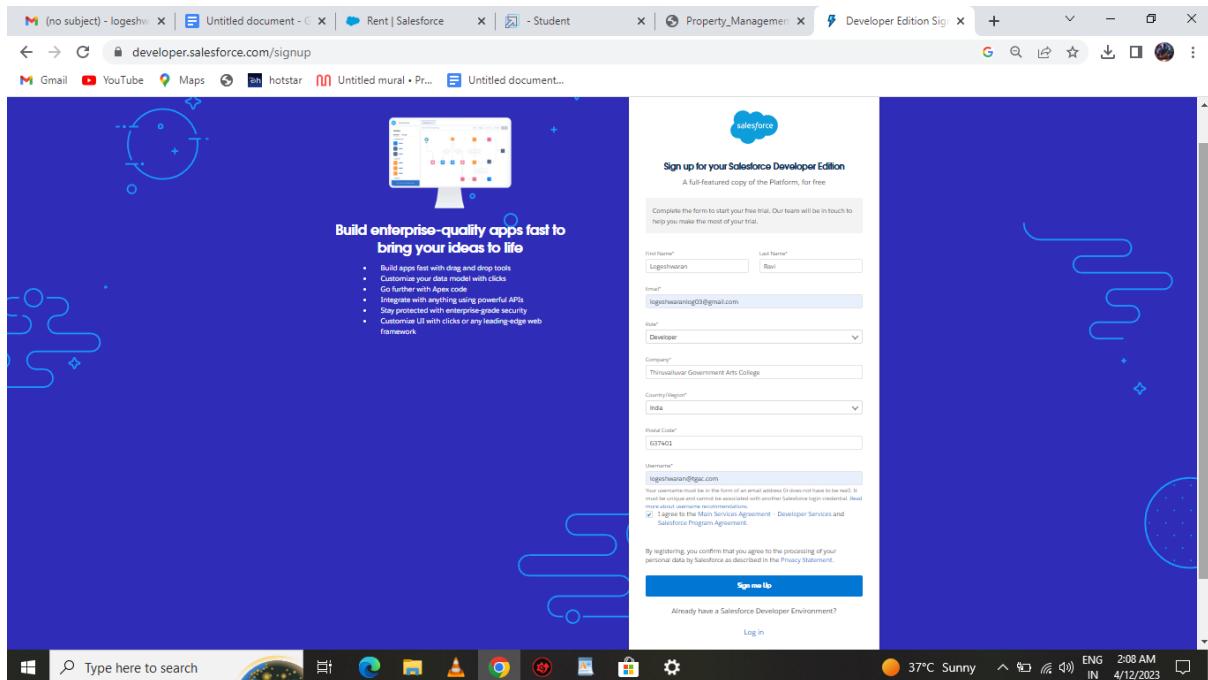
Object name	Fields in the Object

Buy	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center; padding: 5px;">Field label</th><th style="text-align: center; padding: 5px;">Data type</th></tr> </thead> <tbody> <tr> <td style="padding: 5px;">Annual amount</td><td style="padding: 5px;">Text(25)</td></tr> <tr> <td style="padding: 5px;">Buy</td><td style="padding: 5px;">Picklist (Multi-Select)</td></tr> <tr> <td style="padding: 5px;">Buy name</td><td style="padding: 5px;">Text(80)</td></tr> <tr> <td style="padding: 5px;">city</td><td style="padding: 5px;">Picklist (Multi-Select)</td></tr> <tr> <td style="padding: 5px;">Discount</td><td style="padding: 5px;">Percent(18, 0)</td></tr> <tr> <td style="padding: 5px;">State</td><td style="padding: 5px;">Picklist (Multi-Select)</td></tr> </tbody> </table>	Field label	Data type	Annual amount	Text(25)	Buy	Picklist (Multi-Select)	Buy name	Text(80)	city	Picklist (Multi-Select)	Discount	Percent(18, 0)	State	Picklist (Multi-Select)				
Field label	Data type																		
Annual amount	Text(25)																		
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Buy name	Text(80)																		
city	Picklist (Multi-Select)																		
Discount	Percent(18, 0)																		
State	Picklist (Multi-Select)																		
Loan	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center; padding: 5px;">Field label</th><th style="text-align: center; padding: 5px;">Data type</th></tr> </thead> <tbody> <tr> <td style="padding: 5px;">Annual loan</td><td style="padding: 5px;">Number(7, 0)</td></tr> <tr> <td style="padding: 5px;">Interest rate</td><td style="padding: 5px;">Currency(7, 2)</td></tr> <tr> <td style="padding: 5px;">Loan amount</td><td style="padding: 5px;">Formula (Currency)</td></tr> <tr> <td style="padding: 5px;">Loan Id</td><td style="padding: 5px;">Auto Number</td></tr> <tr> <td style="padding: 5px;">Loan Name</td><td style="padding: 5px;">Text(80)</td></tr> <tr> <td style="padding: 5px;">Loan Repayment</td><td style="padding: 5px;">Number(7, 0)</td></tr> <tr> <td style="padding: 5px;">Term</td><td style="padding: 5px;">Number(5, 0)</td></tr> <tr> <td style="padding: 5px;">Total Loan Installments</td><td style="padding: 5px;">Number(18, 0)</td></tr> </tbody> </table>	Field label	Data type	Annual loan	Number(7, 0)	Interest rate	Currency(7, 2)	Loan amount	Formula (Currency)	Loan Id	Auto Number	Loan Name	Text(80)	Loan Repayment	Number(7, 0)	Term	Number(5, 0)	Total Loan Installments	Number(18, 0)
Field label	Data type																		
Annual loan	Number(7, 0)																		
Interest rate	Currency(7, 2)																		
Loan amount	Formula (Currency)																		
Loan Id	Auto Number																		
Loan Name	Text(80)																		
Loan Repayment	Number(7, 0)																		
Term	Number(5, 0)																		
Total Loan Installments	Number(18, 0)																		
Rent	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center; padding: 5px;">Field Label</th><th style="text-align: center; padding: 5px;">Data type</th></tr> </thead> <tbody> <tr> <td style="padding: 5px;">BHK type</td><td style="padding: 5px;">Picklist (Multi-Select)</td></tr> <tr> <td style="padding: 5px;">Rent</td><td style="padding: 5px;">Auto Number</td></tr> <tr> <td style="padding: 5px;">Rent name</td><td style="padding: 5px;">Text(80)</td></tr> <tr> <td style="padding: 5px;">Rental city</td><td style="padding: 5px;">Text(7)</td></tr> </tbody> </table>	Field Label	Data type	BHK type	Picklist (Multi-Select)	Rent	Auto Number	Rent name	Text(80)	Rental city	Text(7)								
Field Label	Data type																		
BHK type	Picklist (Multi-Select)																		
Rent	Auto Number																		
Rent name	Text(80)																		
Rental city	Text(7)																		

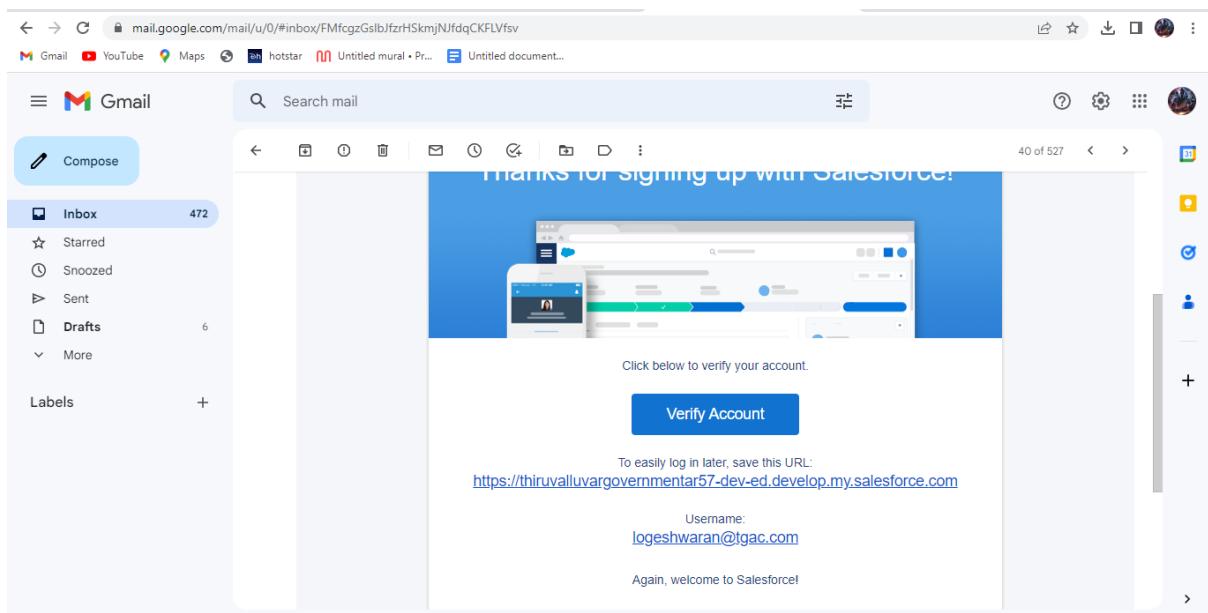
## 3.2 Activity & Screenshot

### Milestone 1-Salesforce

#### Activity1: Creating Developer Account:



#### Activity 2 : Account Activation



### Milestone 2- Object

#### Activity 1: Objects - To Navigate to setup page:

thiruvalluvgovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/new

Gmail YouTube Maps hotstar Untitled mural • Pr... Untitled document...

**Custom Object Definition Edit**

**Custom Object Information**

The singular and plural labels are used in tabs, page layouts, and reports.

Label:  Example: Account  
 Plural Label:  Example: Accounts  
 Starts with vowel sound:

The Object Name is used when referencing the object via the API.

Object Name:  Example: Account

Description:

Context-Sensitive Help Setting:  Open the standard Salesforce.com Help & Training window  Open a window using a Visualforce page

Content Name:

## Activity 2: Create Object Buy

thiruvalluvgovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/new

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**Custom Object Definition Edit**

**Custom Object Information**

The singular and plural labels are used in tabs, page layouts, and reports.

Label:  Example: Account  
 Plural Label:  Example: Accounts  
 Starts with vowel sound:

The Object Name is used when referencing the object via the API.

Object Name:  Example: Account

Description:

Context-Sensitive Help Setting:  Open the standard Salesforce.com Help & Training window  Open a window using a Visualforce page

Content Name:

**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:  Example: Account Name  
 Data Type:

**Optional Features**

Allow Reports  
 Allow Activities  
 Track Fair Activity

## Activity 2: Create Object Rent

**New Custom Object**

**Custom Object Definition Edit**

**Custom Object Information**

The singular and plural labels are used in tabs, page layouts, and reports.

Label	Rent	Example: Account
Plural Label	Rents	Example: Accounts

starts with vowel sound

The Object Name is used when referencing the object via the API.

Object Name	Rent	Example: Account
-------------	------	------------------

Description

Context-Sensitive Help Setting

- Open the standard Salesforce.com Help & Training window
- Open a window using a Visualforce page

Content Name

**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	Buy Name	Example: Account Name
-------------	----------	-----------------------

Data Type

**Optional Features**

- Allow Reports
- Allow Activities
- Track Fast History

## Activity 2: Create Object Loan

**New Custom Object**

**Custom Object Definition Edit**

**Custom Object Information**

The singular and plural labels are used in tabs, page layouts, and reports.

Label	Loan	Example: Account
Plural Label	Loans	Example: Accounts

starts with vowel sound

The Object Name is used when referencing the object via the API.

Object Name	Loan	Example: Account
-------------	------	------------------

Description

Context-Sensitive Help Setting

- Open the standard Salesforce.com Help & Training window
- Open a window using a Visualforce page

Content Name

**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	Buy Name	Example: Account Name
-------------	----------	-----------------------

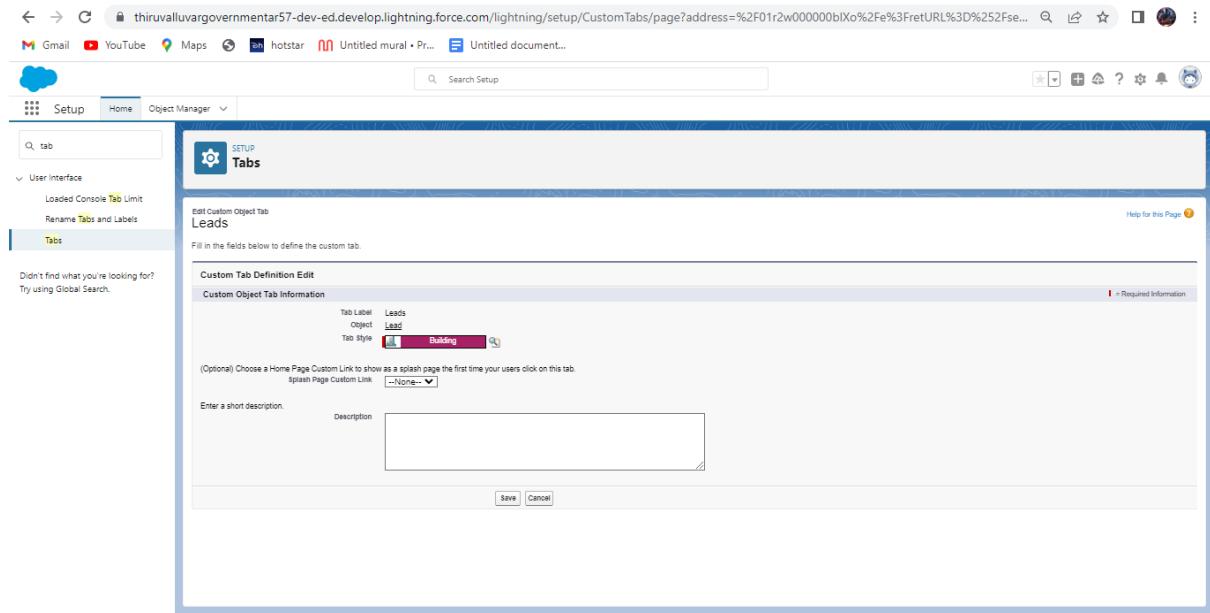
Data Type

**Optional Features**

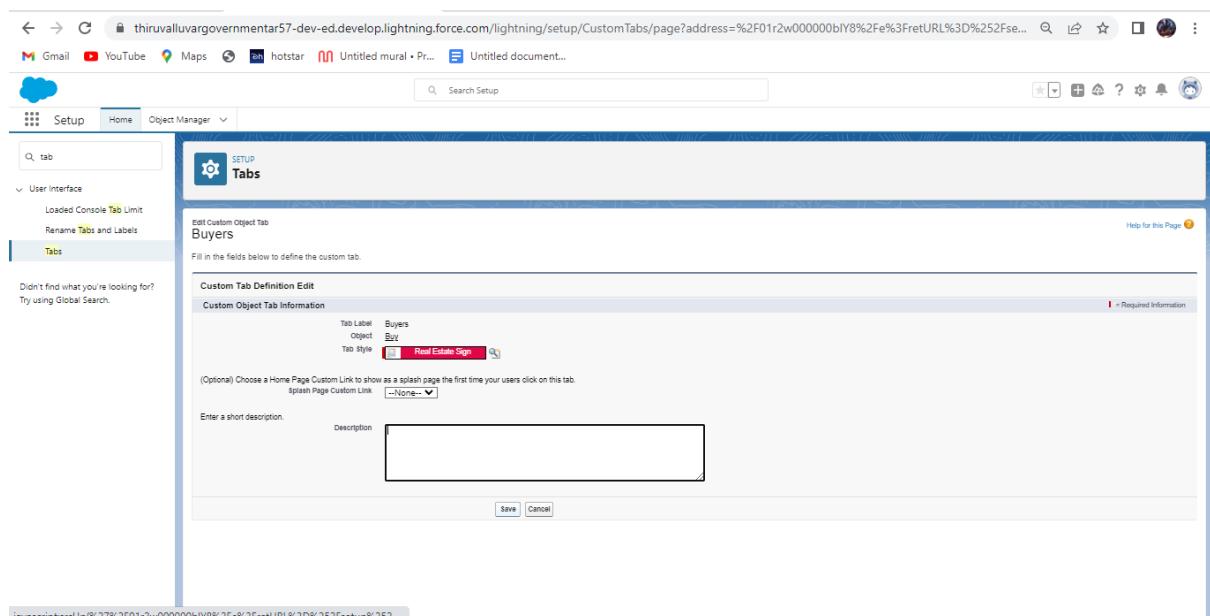
- Allow Reports
- Allow Activities
- Track Fast History

## Milestone 3 : Tab

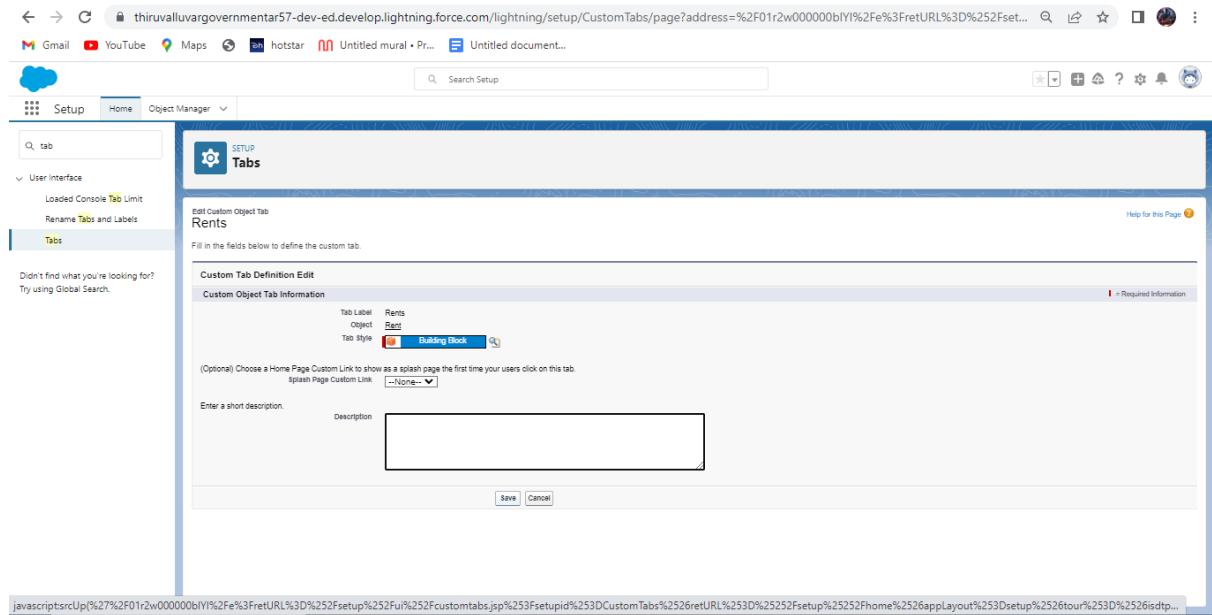
### Activity 1: To create a Tab (Lead)



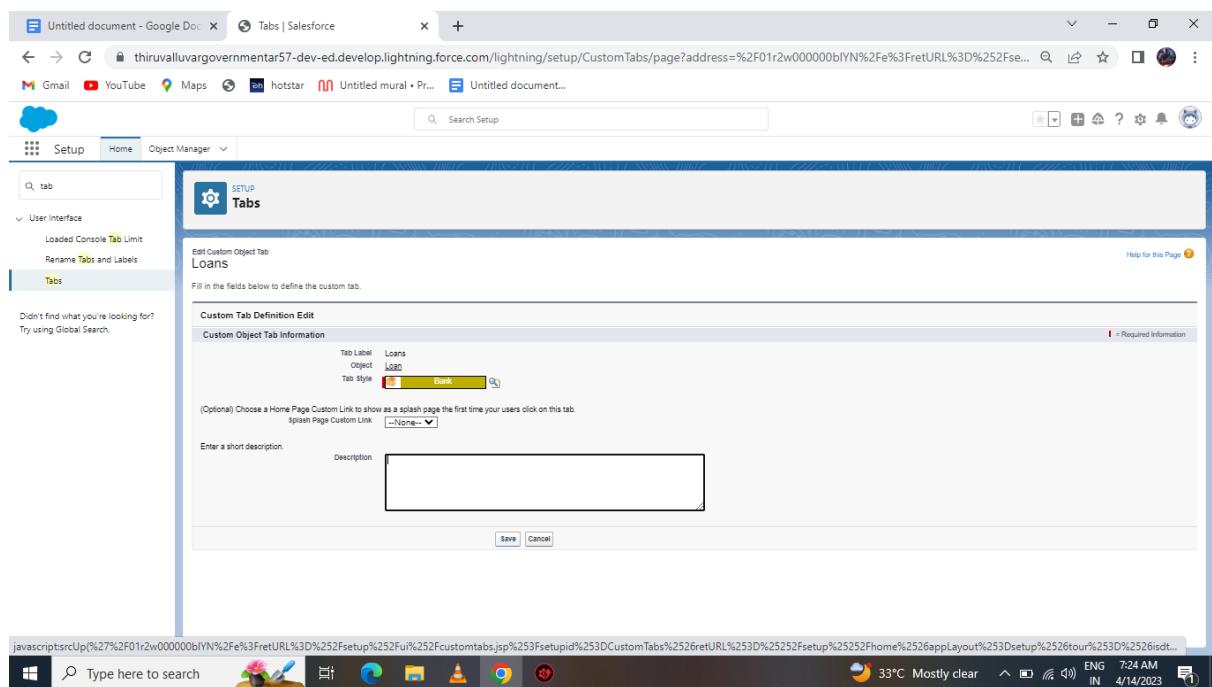
## Activity 2: To create a Tab (Buy)



## Activity 3: To create a Tab (Rent)



## Activity 4: To create a Tab (Loan)



## Milestone 4 : The Lightning App

### Activity 1: Create the Lightning App

thiruvalluvgovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

Gmail YouTube Maps hotstar Untitled mural • Pr... Untitled document...

Cloud Setup Home Object Manager Search Setup New Lightning App New Connected App

**Lightning Experience App Manager**

Clone Apps(Beta)

Quickly create new Lightning apps by cloning existing apps. To use the beta feature, indicate that you've read all legal requirements and agree to participate by toggling Enable App Cloning. See additional details and terms in the Winter '23 release notes.

Enable App Cloning  Disabled

29 items • Sorted by App Name • Filtered by All appmenutabs - TabSet Type

App Name ↑	Developer Name	Description	Last Modified ...	App Type	V...
1 All Tabs	AltTabSet	AltTabSet	16/03/2023, 12:30 pm	Classic	<input checked="" type="checkbox"/>
2 Analytics Studio	Insights	Build CRM Analytics dashboards and apps	16/03/2023, 12:30 pm	Classic	<input checked="" type="checkbox"/>
3 App Launcher	AppLauncher	App Launcher tabs	16/03/2023, 12:30 pm	Classic	<input checked="" type="checkbox"/>
4 Bolt Solutions	LightningBolt	Discover and manage business solutions designed for your industry.	16/03/2023, 12:33 pm	Lightning	<input checked="" type="checkbox"/>
5 Chatter Desktop	Chatter/Desktop	Chatter Desktop is an Adobe AIR-based desktop application that lets Chatter users stay connected to Chatter from outside the browser.	17/03/2023, 10:33 am	Connected (Managed)	<input checked="" type="checkbox"/>
6 Chatter Mobile for BlackBerry	Chatter_for BlackBerry	The Salesforce.com Chatter Mobile app lets you access Chatter data on the go. Use it to view posts, post updates and more.	17/03/2023, 10:33 am	Connected (Managed)	<input checked="" type="checkbox"/>
7 Community	Community	Salesforce CRM Communities	16/03/2023, 12:30 pm	Classic	<input checked="" type="checkbox"/>
8 Content	Content	Salesforce CRM Content	16/03/2023, 12:30 pm	Classic	<input checked="" type="checkbox"/>
9 Data Manager	DataManager	Use Data Manager to view limits, monitor usage, and manage recipes.	16/03/2023, 12:30 pm	Lightning	<input checked="" type="checkbox"/>
10 Digital Experiences	SalesforceCMS	Manage content and media for all of your sites.	16/03/2023, 12:30 pm	Lightning	<input checked="" type="checkbox"/>
11 Lightning Usage App	LightningInstrumentation	View Adoption and Usage Metrics for Lightning Experience	16/03/2023, 12:30 pm	Lightning	<input checked="" type="checkbox"/>

<https://thiruvalluvgovernmentar57-dev-ed.develop.lightning.force.com/one/one.app#/setup/NavigationMenus/home>

thiruvalluvgovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

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Cloud Setup Home Object Manager Search Setup

**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 Name  Property Management

Developer Name  Property\_Management

Description

**App Branding**

Image  Primary Color Hex Value

Org Theme Options  Use the app's image and color instead of the org's custom theme

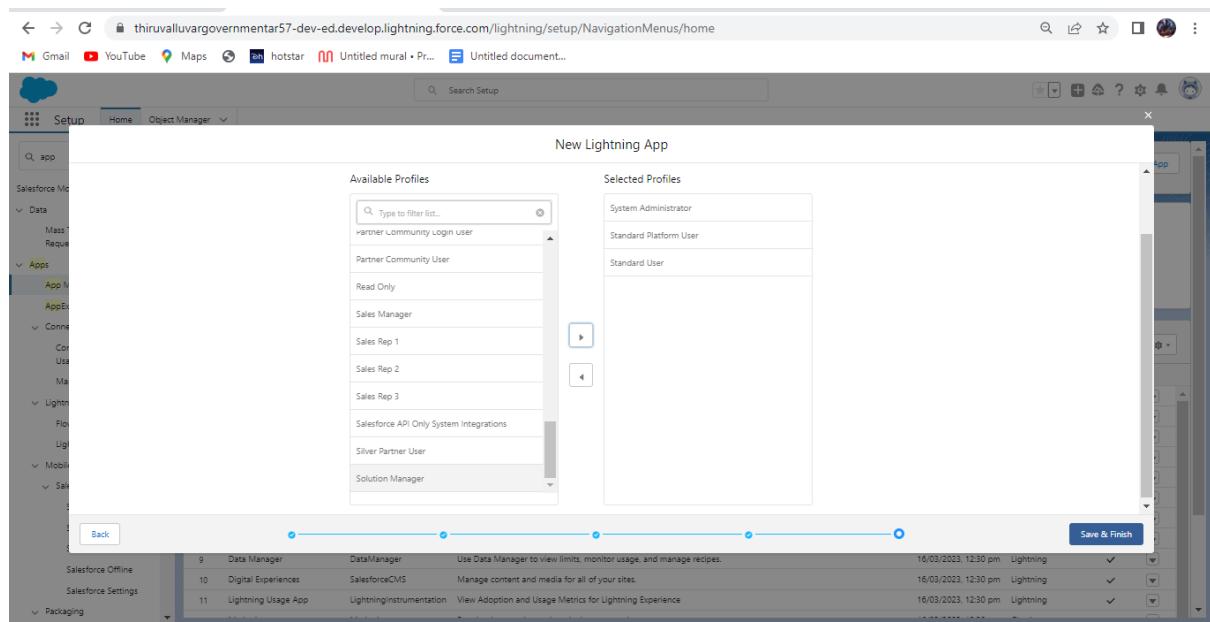
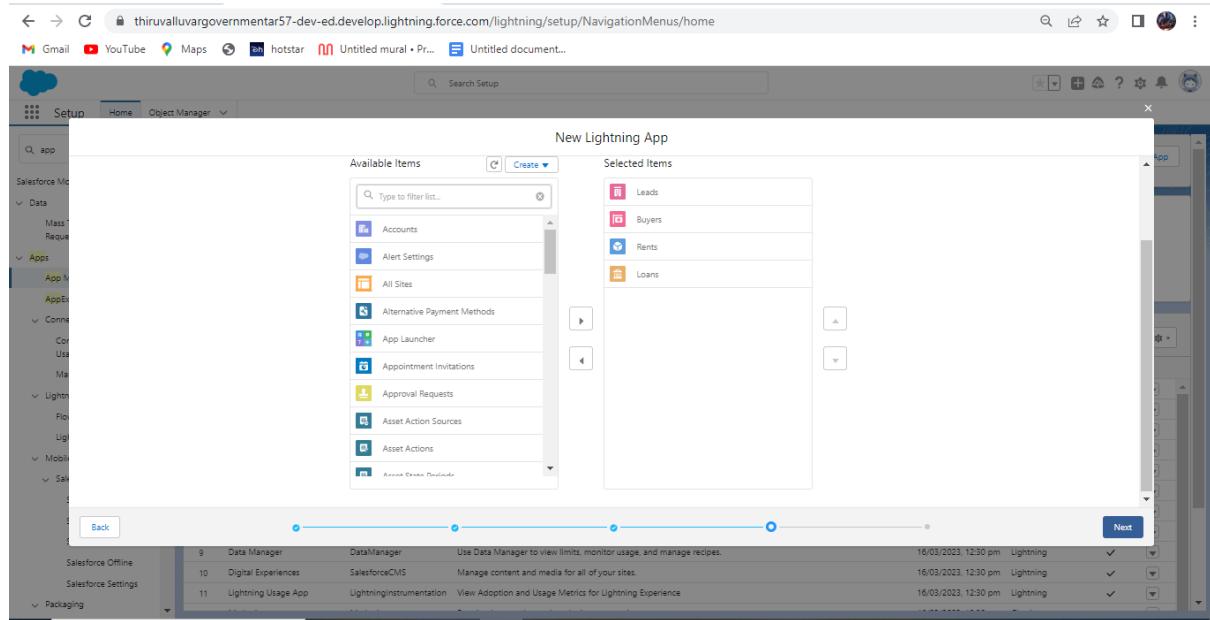
**App Launcher Preview**

PM Property Management

Salesforce Offline Data Manager DataManager Use Data Manager to view limits, monitor usage, and manage recipes. 16/03/2023, 12:30 pm Lightning

Salesforce Settings Digital Experiences SalesforceCMS Manage content and media for all of your sites. 16/03/2023, 12:30 pm Lightning

Lightning Usage App LightningInstrumentation View Adoption and Usage Metrics for Lightning Experience 16/03/2023, 12:30 pm Lightning



## Milestone 5 : Fields

### Activity 1: Create the Lead Field

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RUvT/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager Search Setup

**SETUP > OBJECT MANAGER**

**Lead**

**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

**Edit Lead Custom Field**

**Lead**

**Custom Field Definition Edit**

**Field Information**

Field Label: **Leads** Auto Number

Description:

Help Text:

Data Owner: **User**

Field Usage: **None**

Data Sensitivity Level: **None**

Compliance Categorization:

Available	Chosen
PII	
HIPAA	
GDPR	
PCI	

**General Options**

External ID:  Set this field as the unique record identifier from an external system

**Auto Number Options**

Auto Number Display Format: **L-[0000]**

**Help for this Page**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RUvT/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager Search Setup

**SETUP > OBJECT MANAGER**

**Lead**

**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

**Edit Lead Custom Field**

**State**

**Custom Field Definition Edit**

**Field Information**

Field Label: **State** Picklist (Multi-Select)

Description:

Help Text:

Data Owner: **User**

Field Usage: **None**

Data Sensitivity Level: **None**

Compliance Categorization:

Available	Chosen
PII	
HIPAA	
GDPR	
PCI	

**General Options**

Required:  Always requires a value in this field in order to save a record

Default Value:

Use formula editor: Enclose text and picklist value API names in double quotes. ("Leads", include numbers without quotes (2), show zero pages as documents (0), and express date calculations in the standard format: (Today)+7). To reference a field from a custom Metadata type record use: \$customMetadataType\_\_Field\_\_r

**Picklist (Multi-Select) Options**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RUvT/FieldsAndRelationships/page?address=%2F0...

**Setup > OBJECT MANAGER**

## Lead

**Edit Lead Custom Field** City

**Custom Field Definition Edit**

**Field Information**

Field Label	City	Data Type	Picklist (Multi-Select)
Field Name	City	Required Information	
Description			
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available	Chosen	
	PII	HIPAA	GDPR
	HIPAA	GDPR	PCI

**General Options**

Required  Always require a value in this field in order to save a record  
Default Value

User formula syntax: Enclose text and picklist value API names in double quotes. ("The test"), include numbers without quotes ("100"), enclose percentages as decimals (.100), and express date calculations in the standard format (#Today() +7). To use formula editor, click Show Formula Editor.

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RUvT/FieldsAndRelationships/page?address=%2F0...

**Setup > OBJECT MANAGER**

## Lead

**Edit Lead Custom Field** Email

**Custom Field Definition Edit**

**Field Information**

Field Label	Email	Data Type	Email
Field Name	Email	Required Information	
Description			
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available	Chosen	
	PII	HIPAA	GDPR
	HIPAA	GDPR	PCI

**General Options**

Required  Always require a value in this field in order to save a record  
Unique  Do not allow duplicate values  
External ID  Set this field as the unique record identifier from an external system  
Default Value

User formula syntax: Enclose text and picklist value API names in double quotes. ("The test"), include numbers without quotes ("100"), enclose percentages as decimals (.100), and express date calculations in the standard format (#Today() +7). To use formula editor, click Show Formula Editor.

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RUvt/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

SETUP > OBJECT MANAGER Lead

**Edit Lead Custom Field Phone**

**Custom Field Definition Edit**

**Field Information**

Field Label: Phone  
Field Name: Phone  
Description:  
Help Text:  
Data Owner: User  
Field Usage: --None--  
Data Sensitivity Level: --None--  
Compliance Categorization: Available: PII, HIPAA, GDPR, PCI Chosen

**General Options**

Required:  Always require a value in this field in order to save a record  
Default Value: Show Formula Editor

Use formula editor. Enclose text and picklist value API names in double quotes. ("the\_text"), include numbers without quotes ("100"), enclose dates as doubles ("2015-01-01") and express date calculations in the standard format ("Today() + 7"). To reference a field from a Custom Metadata type record use: [CustomMetadataType\_\_Field].

**Picklist (Multi-Select) Options**

Restrict picklist to the values defined in the value set... [i]

## Activity 2 : Create Field for Buy

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RFBi/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

SETUP > OBJECT MANAGER Buy

**Buy**

**Custom Field Definition Edit**

**Field Information**

Field Label: Buy  
Field Name: Buy  
Description:  
Help Text:  
Data Owner: User  
Field Usage: --None--  
Data Sensitivity Level: --None--  
Compliance Categorization: Available: PII, HIPAA, GDPR, PCI Chosen

**General Options**

Required:  Always require a value in this field in order to save a record  
Default Value: Show Formula Editor

Use formula editor. Enclose text and picklist value API names in double quotes. ("the\_text"), include numbers without quotes ("100"), enclose dates as doubles ("2015-01-01") and express date calculations in the standard format ("Today() + 7"). To reference a field from a Custom Metadata type record use: [CustomMetadataType\_\_Field].

**Picklist (Multi-Select) Options**

Restrict picklist to the values defined in the value set... [i]

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RFBi/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

### Edit Buy Custom Field Discount

**Custom Field Definition Edit**

Field Information		Data Type	Percent
Field Label	Discount	Text	
Field Name	Discount		
Description			
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available: PII, HIPAA, GDPR, PCI Chosen		

**General Options**

Required:  Always require a value in this field in order to save a record

Default Value: Show Formula Editor

Use formula editor: Encloses text and picklist value API names in double quotes. ("The\_Label", include numbers without quotes (12), show zero digits as decimal. (0.10), and express date calculations in the standard format: (Today)+7). To reference a field from a Custom Metadata type record use: \$CustomMetadataType\_\_mt RecordName.Field\_\_c

**Percent Options**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/012w000003RFBi/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

### Edit Buy Custom Field State

**Custom Field Definition Edit**

Field Information		Data Type	Picklist (Multi-Select)
Field Label	State	Text	
Field Name	State		
Description			
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available: PII, HIPAA, GDPR, PCI Chosen		

**General Options**

Required:  Always require a value in this field in order to save a record

Default Value: Show Formula Editor

Use formula editor: Encloses text and picklist value API names in double quotes. ("The\_Label", include numbers without quotes (12), show zero digits as decimal. (0.10), and express date calculations in the standard format: (Today)+7). To reference a field from a Custom Metadata type record use: \$CustomMetadataType\_\_mt RecordName.Field\_\_c

**Display Options**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003RFBi/FieldsAndRelationships/page?address=%2F0...

### Activity 3 : Create Field for Rent

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003RFBs/FieldsAndRelationships/page?address=%2F0...

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFBs/FieldsAndRelationships/page?address=%2F0...

**Rent**

**Custom Field Definition Edit**

**Field Information**

- Field Label: Rental City
- Field Name: Rental\_City
- Description: Chennai
- Help Text:
- Data Owner: User
- Field Usage: --None--
- Data Sensitivity Level: --None--
- Compliance Categorization: Available (PII, HIPAA, GDPR, PCI) Chosen

**General Options**

- Required:  Always require a value in this field in order to save a record
- Unique:  Do not allow duplicate values
- External ID:  Set this field as the unique record identifier from an external system
- Show Formula Editor:  "Chennai"

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFBs/FieldsAndRelationships/page?address=%2F0...

**Rent**

**Edit Rent Custom Field  
BHK type**

**Custom Field Definition Edit**

**Field Information**

- Field Label: BHK type
- Field Name: BHK\_type
- Description:
- Help Text:
- Data Owner: User
- Field Usage: --None--
- Data Sensitivity Level: --None--
- Compliance Categorization: Available (PII, HIPAA, GDPR, PCI) Chosen

**General Options**

- Required:  Always require a value in this field in order to save a record
- Default Value: Show Formula Editor:  "Chennai"

## Activity 4 : Create Field for Loan

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

**SETUP > OBJECT MANAGER**

## Loan

**Edit Loan Custom Field** **Loan Id**

**Custom Field Definition Edit** **Change Field Type** **Save** **Cancel**

**Field Information**

Field Label	Loan Id	Data Type	Auto Number
Field Name	Loan_Id	= Required Information	
Description			
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available	Chosen	
PII	<input checked="" type="checkbox"/>		
HIPAA	<input type="checkbox"/>		
GDPR	<input type="checkbox"/>		
PCI	<input type="checkbox"/>		

**General Options**

External ID  Set this field as the unique record identifier from an external system

**Auto Number Options**

Auto Number Display Format **LN-(0000)**

**Help for this Page**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

**SETUP > OBJECT MANAGER**

## Loan

**Edit Loan Custom Field** **Interest Rate**

**Custom Field Definition Edit** **Change Field Type** **Save** **Cancel**

**Field Information**

Field Label	Interest Rate	Data Type	Currency
Field Name	Interest_Rate	= Required Information	
Description	700000.5		
Help Text			
Data Owner	User		
Field Usage	None		
Data Sensitivity Level	None		
Compliance Categorization	Available	Chosen	
PII	<input checked="" type="checkbox"/>		
HIPAA	<input type="checkbox"/>		
GDPR	<input type="checkbox"/>		
PCI	<input type="checkbox"/>		

**General Options**

Required  Always require a value in this field in order to save a record

Default Value **Show Formula Editor**

User Interface Editor: Enclose text and picklist value API names in double quotes. "The test", include numbers without quotes. Reference a field from a Custom Metadata type record use \$CustomMetadataType\_\_mtRecordName.Field\_\_c

**Help for this Page**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

SETUP > OBJECT MANAGER

## Loan

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

Edit Loan Custom Field  
Term

Custom Field Definition Edit

Field Information

Field Label	Term	Data Type	Number
Field Name	Term	= Required Information	
Description	20000		
Help Text			
Data Owner	User		
Field Usage	--None--		
Data Sensitivity Level	--None--		
Compliance Categorization	Available	Chosen	
	PII		
	HIPAA		
	GDPR		
	PCI		

General Options

Required  Always require a value in this field in order to save a record

Unique  Do not allow duplicate values

External  Set this field as the unique record identifier from an external system

AI Prediction  Use this field to store AI predictor scores

Default Value  Show Formula Editor

**Save** **Cancel**

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01l2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

SETUP > OBJECT MANAGER

## Loan

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

Edit Loan Custom Field  
Annual Loan

Custom Field Definition Edit

Field Information

Field Label	Annual_Loan	Data Type	Number
Field Name	Annual_Loan	= Required Information	
Description	1000000		
Help Text			
Data Owner	User		
Field Usage	--None--		
Data Sensitivity Level	--None--		
Compliance Categorization	Available	Chosen	
	PII		
	HIPAA		
	GDPR		
	PCI		

General Options

Required  Always require a value in this field in order to save a record

Unique  Do not allow duplicate values

External  Set this field as the unique record identifier from an external system

AI Prediction  Use this field to store AI predictor scores

Default Value  Show Formula Editor

**Save** **Cancel**

The screenshot shows the Salesforce Lightning setup interface. The top navigation bar includes links for Gmail, YouTube, Maps, hotstar, Untitled mural, and Untitled document. The main title is "thiruvalluvargovernment57-dev-ed.lightning.force.com/lightning/setup/ObjectManager/012w000003RFC2/FieldsAndRelationships/page?address=%2F0...". The page header has a "Search Setup" bar and various global buttons.

The left sidebar lists categories: Details, Fields & Relationships (selected), 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, and Flow Triggers.

The main content area is titled "Edit Loan Custom Field Total Loan Installments". It shows the "Custom Field Definition Edit" screen with the following details:

- Field Information:**
  - Field Label: Total Loan Installments
  - Field Name: Total\_Loan\_Installments
  - Description: 18
  - Help Text: (empty)
- Data Type:** Number
- Data Owner:** User
- Field Usage:** None
- Data Sensitivity Level:** None
- Compliance Categorization:** Available (PII, HIPAA, GDPR, PCI) and Chosen

**General Options:**

- Required:  Always require a value in this field in order to save a record
- Unique:  Do not allow duplicate values
- External ID:  Set this field as the unique record identifier from an external system
- AI Prediction:  Use this field to store AI prediction scores
- Default value: Show Formula Editor

The screenshot shows the Salesforce Lightning setup interface. The top navigation bar includes links for Gmail, YouTube, Maps, hotstar, Untitled mural, Untitled document, and Search Setup. The main title is "SETUP > OBJECT MANAGER". On the left sidebar, under "Fields & Relationships", the "Loan Repayment" field is selected. The main content area is titled "Edit Loan Custom Field: Loan Repayment". The "Field Information" section contains the following details:

- Field Label:** Loan Repayment
- Field Name:** Loan\_Repayment
- Description:** 1200000
- Data Type:** Number
- Help Text:** (empty)
- Data Owner:** User
- Field Usage:** None
- Data Sensitivity Level:** None
- Compliance Categorization:** Available (checkboxes for PII, HIPAA, GDPR, PCI) and Chosen (checkboxes for PII, HIPAA, GDPR, PCI)

The "General Options" section includes checkboxes for:

- Required
- Unique
- External ID
- AI Prediction
- Default Value
- Always require a value in this field in order to save a record
- Do not allow duplicate values
- Set this field as the unique record identifier from an external system
- Use this field to store AI prediction scores
- Show Formula Editor

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

### Loan

**Edit Loan Custom Field**

**Loan Amount**

**Custom Field Definition Edit**

**Field Information**

- Field Label: **Loan Amount**
- Field Name: **Loan\_Amount**
- Description:
- Help Text:
- Data Owner: **User**
- Field Usage: **None**
- Data Sensitivity Level: **None**

**Compliance Categorization**

**Available**: PIPI, HIPAA, GDPR, PCI

**Chosen**

**Formula Options**

Formula Return Type: **Currency**

Decimal Places: **2**

Enter your formula and click Check Syntax to check for errors. Click the Advanced Formula subtab to use additional fields, operators, and functions.

Example: **Gross Margin = Amount - Cost** [More Examples](#)

[Simple Formula](#) [Advanced Formula](#)

**Quick Tips**: Getting Started, Operators & Functions

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/01I2w000003RFC2/FieldsAndRelationships/page?address=%2F0...

Setup Home Object Manager

### Loan

**Formula Options**

Formula Return Type: **Currency**

Decimal Places: **2**

Enter your formula and click Check Syntax to check for errors. Click the Advanced Formula subtab to use additional fields, operators, and functions.

Example: **Gross Margin = Amount - Cost** [More Examples](#)

[Simple Formula](#) [Advanced Formula](#)

**Insert Field**

**Insert Operator**

**Loan Amount (Currency) =**

```
Loan_Repayment_c*((1+Interest_Rate_c/52))^Term_c)/((Interest_Rate_c/52)*((1+Interest_Rate_c/52))^Term_c)
```

**Check Syntax**

**Functions**

All Function Categories

- ABS
- ACOS
- ADDMONTHS
- AND
- OR
- ASIN

**Insert Selected Function**

## Milestone 6 : Profile

### Activity 1 : To create a new profile

The screenshot shows the Salesforce Setup Profiles page. The profile being edited is "Marketing Executive 1 and Executive 2". The "Name" field is set to "Marketing Executive 1 and Executive 2". The "User License" is "Salesforce Platform". The "Custom Profile" checkbox is checked. In the "Custom App Settings" section, "Platform (standard\_Platform)" is selected as the default. In the "Connected App Access" section, "Chatter Desktop" and "Salesforce Chatter" are listed. In the "Service Provider Access" section, there are no entries.

The screenshot shows the Salesforce Setup Profiles page. The profile being edited is "Marketing Manager". The "Name" field is set to "Marketing Manager". The "User License" is "Salesforce Platform". The "Custom Profile" checkbox is checked. In the "Custom App Settings" section, "Platform (standard\_Platform)" is selected as the default. In the "Connected App Access" section, "Chatter Desktop" and "Salesforce Chatter" are listed. In the "Service Provider Access" section, there are no entries.

## Activity 2 : Create Marketing

The screenshot shows the Salesforce Lightning Setup interface for Enhanced Profiles. The top navigation bar includes links for Gmail, YouTube, Maps, hotstar, Untitled mural, and Untitled document. The main header is "thiruvalluvargovernment57-dev-ed.develop.lightning.force.com/lightning/setup/EnhancedProfiles/page?address=%2F00e2w000000wrL%2Fe%3FretURL%3D%2...". The left sidebar has a "Setup" icon, "Home", "Object Manager", and a search bar "Search Setup". Below the sidebar, a message says "Didn't find what you're looking for? Try using Global Search." The main content area is titled "SETUP Profiles". It displays "Contact Point Email" and "User External Credentials" sections with checkboxes. Under "Custom Object Permissions", there are two tables for "Buyers" and "Leads". The "Buyers" table shows checkboxes for Read, Create, Edit, Delete, View All, and Modify All. The "Leads" table shows checkboxes for Read, Create, Edit, Delete, View All, and Modify All. To the right, there are similar tables for "Loans" and "Rents". Below these, "Session Settings" include a dropdown for "Session Time Out After" set to "2 hours of inactivity". "Password Policies" section includes fields for password expiration (90 days), history (3 passwords remembered), length (8 characters), complexity (must include alpha and numeric characters), and login attempts (10 attempts). The bottom of the page features "Save", "Save & New", and "Cancel" buttons.

The screenshot shows the Salesforce Lightning Setup interface for Enhanced Profiles. The top navigation bar includes links for Gmail, YouTube, Maps, hotstar, Untitled mural, and Untitled document. The main title is "SETUP Profiles".

**Custom Object Permissions**

	Buyers					Leads					Loans					Rents				
	Read	Create	Edit	Delete	View All	Modify All		Read	Create	Edit	Delete	View All	Modify All		Read	Create	Edit	Delete	View All	Modify All
Contact Point Emails	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>				
Leads	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		<input checked="" type="checkbox"/>	<input type="checkbox"/>								

**Session Settings**

Session Timeout After: 2 hours of inactivity

Session Security Level Required at Login: None

**Password Policies**

User passwords expire in:	90 days
Enforce password history:	3 passwords remembered
Minimum password length:	8
Password complexity requirement:	Must include alpha and numeric characters
Password question requirement:	Cannot contain password
Maximum invalid login attempts:	10
Lockout effective period:	15 minutes
Obfuscate secret answer for password resets:	<input type="checkbox"/>
Require a minimum 1 day password lifetime:	<input type="checkbox"/>
Don't immediately expire links in forgot password emails:	<input type="checkbox"/>

Buttons at the bottom: Save, Save & New, Cancel.

### Activity 3 : Sales

← → C thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/EnhancedProfiles/page?address=%2F00e2w000000wrb%2Fe%3FretURL%3D%2... Search Setup Object Manager

Cloud Setup Home Object Manager

Search Setup

Profile Edit Profiles

Sales Manager

Set the permissions and page layouts for this profile.

Profile Edit

Name: Sales Manager  
User License: Salesforce  
Description:

Save Save & New Cancel Custom Profile ✓

Custom App Settings

	Visible	Default
All Tabs (standard__AllTabSet)	<input checked="" type="checkbox"/>	<input type="radio"/>
Analytics Studio (standard__Insights)	<input checked="" type="checkbox"/>	<input type="radio"/>
App Launcher (standard__AppLauncher)	<input checked="" type="checkbox"/>	<input type="radio"/>
Bolt Solutions (standard__LightningBolt)	<input checked="" type="checkbox"/>	<input type="radio"/>
Community (standard__Community)	<input checked="" type="checkbox"/>	<input type="radio"/>
Content (standard__Content)	<input checked="" type="checkbox"/>	<input type="radio"/>
Data Manager (standard__DataManager)	<input checked="" type="checkbox"/>	<input type="radio"/>
Digital Experiences (standard__SalesforceDX)	<input checked="" type="checkbox"/>	<input type="radio"/>
File Manager (standard__FileBrowser)	<input checked="" type="checkbox"/>	<input type="radio"/>
Marketing (standard__Marketing)	<input checked="" type="checkbox"/>	<input type="radio"/>
Sales (standard__Sales)	<input type="checkbox"/>	<input checked="" type="radio"/>
Sales Console (standard__LightningSalesConsole)	<input checked="" type="checkbox"/>	<input type="radio"/>
Salesforce Chatter (standard__Chatter)	<input checked="" type="checkbox"/>	<input type="radio"/>
Salesforce Scheduler Setup (standard__LightningScheduler)	<input type="checkbox"/>	<input type="radio"/>
Sample Console (standard__ServiceConsole)	<input type="checkbox"/>	<input type="radio"/>
Service (standard__Service)	<input checked="" type="checkbox"/>	<input type="radio"/>
Service Console (standard__LightningService)	<input checked="" type="checkbox"/>	<input type="radio"/>
Site.com (standard__Site)	<input checked="" type="checkbox"/>	<input type="radio"/>

Required Information

javascript:srcUp(%27%2F00e2w000000wrb%2Fe%3FretURL%3D%252F00e%253Fcfc%253D0082w00000dkZOS%2526rolodexIndex%253D18%2526page%253D1%2526isDtp%253Dp1%26isDtp%3Dp1%27);

← → C thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/EnhancedProfiles/page?address=%2F00e2w000000wuiT%2Fe%3FretURL%3D%2... Search Setup Object Manager

Cloud Setup Home Object Manager

Search Setup

Profile Edit Profiles

Sales Rep 1

Set the permissions and page layouts for this profile.

Profile Edit

Name: Sales Rep 1  
User License: Salesforce Platform  
Description:

Save Save & New Cancel Custom Profile ✓

Custom App Settings

	Visible	Default
Analytics Studio (standard__Insights)	<input type="checkbox"/>	<input type="radio"/>
App Launcher (standard__AppLauncher)	<input type="checkbox"/>	<input type="radio"/>
Platform (standard__Platform)	<input type="checkbox"/>	<input checked="" type="radio"/>

Connected App Access

	Chatter Desktop	Salesforce Files
Chatter Mobile for BlackBerry	<input type="checkbox"/>	<input type="checkbox"/>
Salesforce4A	<input type="checkbox"/>	<input type="checkbox"/>
Salesforce Chatter	<input type="checkbox"/>	<input type="checkbox"/>
Salesforce for Android	<input type="checkbox"/>	<input type="checkbox"/>
Salesforce for iOS	<input type="checkbox"/>	<input type="checkbox"/>

Service Provider Access

javascript:srcUp(%27%2F00e2w000000wuiT%2Fe%3FretURL%3D%252F00e%253Fcfc%253D0082w00000dkZOS%2526rolodexIndex%253D18%2526page%253D1%2526isDtp%253Dp1%26isDtp%3Dp1%27);

The screenshot shows the Salesforce Lightning Setup - Enhanced Profiles page. A new profile, "Sales Rep 2", is being created. The profile includes the following settings:

- Profile Edit**:
  - Name: Sales Rep 2
  - User License: Identity
  - Description: (empty)
  - Custom Profile: checked
- Custom App Settings**:

Module	Visible	Default
All Tabs (standard__AllTabset)	<input checked="" type="checkbox"/>	<input type="radio"/>
Analytics Studio (standard__Insights)	<input checked="" type="checkbox"/>	<input type="radio"/>
App Launcher (standard__AppLauncher)	<input type="checkbox"/>	<input checked="" type="radio"/>
Bolt Solutions (standard__LightningBolt)	<input checked="" type="checkbox"/>	<input type="radio"/>
Community (standard__Community)	<input checked="" type="checkbox"/>	<input type="radio"/>
Contact (standard__Contact)	<input checked="" type="checkbox"/>	<input type="radio"/>
Data Manager (standard__DataManager)	<input checked="" type="checkbox"/>	<input type="radio"/>
Digital Experiences (standard__seesourcesCMS)	<input checked="" type="checkbox"/>	<input type="radio"/>
Lightning Usage App (standard__LightningInstrumentation)	<input checked="" type="checkbox"/>	<input type="radio"/>
Marketing (standard__Marketing)	<input type="checkbox"/>	<input type="radio"/>
Queue Management (standard__QueueManagement)	<input checked="" type="checkbox"/>	<input type="radio"/>
Sales (standard__LightningSales)	<input checked="" type="checkbox"/>	<input type="radio"/>
Sales (standard__Sales)	<input checked="" type="checkbox"/>	<input type="radio"/>
Sales Console (standard__LightningSalesConsole)	<input checked="" type="checkbox"/>	<input type="radio"/>
Salesforce Chatter (standard__Chatter)	<input checked="" type="checkbox"/>	<input type="radio"/>
Salesforce Scheduler Setup (standard__LightningScheduler)	<input type="checkbox"/>	<input type="radio"/>
Sample Console (standard__ServiceConsole)	<input type="checkbox"/>	<input type="radio"/>
Service (standard__Service)	<input checked="" type="checkbox"/>	<input type="radio"/>
Service Console (standard__LightningService)	<input checked="" type="checkbox"/>	<input type="radio"/>
Site.com (standard__Site)	<input checked="" type="checkbox"/>	<input type="radio"/>

The screenshot shows the Salesforce Lightning Experience setup page for profile editing. The URL is <https://thiruvalluvargovernmentar57-edv.develop.lightning.force.com/lightning/setup/EnhancedProfiles/page?address=%2F00e2w000000wv05%2Fe%3FretURL%3D%2...>. The page title is "Sales Rep 3". The left sidebar shows "Setup", "Home", "Object Manager", "Users", and "Profiles". A search bar at the top right contains "Search Setup". The main content area has tabs for "Profile Edit" and "Sales Rep 3". It includes sections for "Name" (Sales Rep 3), "User License" (Identity), "Description" (empty), and "Custom Profile" (checkbox checked). Below this is a "Custom App Settings" table:

	Visible	Default		Visible	Default	
All Tabs (standard__AllTab)	<input checked="" type="checkbox"/>	<input type="radio"/>		Queue Management (standard__QueueManagement)	<input checked="" type="checkbox"/>	<input type="radio"/>
Analytics studio (standard__Insights)	<input checked="" type="checkbox"/>	<input type="radio"/>		Sales (standard__LightningSales)	<input checked="" type="checkbox"/>	<input type="radio"/>
App Launcher (standard__AppLauncher)	<input type="checkbox"/>	<input checked="" type="radio"/>		Sales (standard__Sales)	<input checked="" type="checkbox"/>	<input type="radio"/>
Bolt Solutions (standard__LightningBolt)	<input checked="" type="checkbox"/>	<input type="radio"/>		Sales Console (standard__LightningSalesConsole)	<input checked="" type="checkbox"/>	<input type="radio"/>
Community (standard__Community)	<input checked="" type="checkbox"/>	<input type="radio"/>		Salesforce Chatter (standard__Chatter)	<input checked="" type="checkbox"/>	<input type="radio"/>
Content (standard__Content)	<input checked="" type="checkbox"/>	<input type="radio"/>		Salesforce Scheduler Setup (standard__LightningScheduler)	<input type="checkbox"/>	<input type="radio"/>
Data Manager (standard__DataManager)	<input checked="" type="checkbox"/>	<input type="radio"/>		Sample Console (standard__ServiceConsole)	<input type="checkbox"/>	<input type="radio"/>
Digital Experiences (standard__SalesforceCMS)	<input checked="" type="checkbox"/>	<input type="radio"/>		Service (standard__Service)	<input checked="" type="checkbox"/>	<input type="radio"/>
Lightning (standard__Lightning)	<input checked="" type="checkbox"/>	<input type="radio"/>		Service Console (standard__LightningService)	<input checked="" type="checkbox"/>	<input type="radio"/>
Lightning Usage App (standard__LightningInstrumentation)	<input checked="" type="checkbox"/>	<input type="radio"/>		stra.com (standard__Site)	<input checked="" type="checkbox"/>	<input type="radio"/>
Marketing (standard__Marketing)	<input checked="" type="checkbox"/>	<input type="radio"/>				

## Milestone 7 : New User

The screenshot shows the Salesforce Lightning interface for managing users. The left sidebar is titled 'Setup' and includes sections for 'Users' (selected), 'Permission Set Groups', 'Permission Sets', 'Profiles', 'Public Groups', 'Queues', 'Roles', 'User Management Settings' (selected), 'Feature Settings' (under Data.com), 'Prospector Users', 'User Interface' (under Action Line Templates, Actions & Recommendations, App Menu, Custom Labels, Density Settings), and 'Global Actions' (under Publisher Layouts). The main content area is titled 'Users' and shows a user record for 'Santhosh Uma'. The 'User Edit' form has tabs for 'Save', 'Save & New', and 'Cancel'. The 'General Information' section contains fields for First Name (Santhosh), Last Name (Uma), Alias (Uma), Email (logeshwaranlog02@gmail.com), Username (santhosh@smartbridge.co), Nickname (Sandy), Title (Blank), Company (Blank), Department (Blank), and Division (Blank). To the right, there are sections for 'Role' (None Specified), 'User License' (Salesforce Platform), 'Profile' (Marketing Manager), and various checkboxes for Marketing User, Offline User, Knowledge User, Flow User, Service Cloud User, Site.com Contributor User, Site.com Publisher User, WDC User, and Data.com User Type (None). There are also checkboxes for Data.com Monthly Addition Limit (300), Accessibility Mode (Classic Only), High-Contrast Palette on Charts, Load Lightning Page While Scrolling (checked), Debug Mode (checked), and Make Setup My Default Landing Page.

The screenshot shows the Salesforce Setup interface. The left sidebar is titled 'Setup' and includes sections for 'Users' (which is currently selected), 'Feature Settings', 'Data.com', 'Prospector', 'User Interface', and 'Global Actions'. The main content area is titled 'Users' and shows a 'User Edit' screen for a user named 'Jack Sparrow'. The 'General Information' section contains fields for First Name (Jack), Last Name (Sparrow), Alias (jsspar), Email (logeshwaranlogis@gmail.com), Username (jacksparrow@smartbridge.com), Nickname (Jass), Title ( ), Company ( ), Department ( ), and Division ( ). On the right side, there are dropdown menus for 'Role' (<None Specified>), 'User License' (Salesforce), 'Profile' (Sales Manager), and 'Active' (checked). Below these are several checkboxes for various user types: Marketing User, Offline User, Knowledge User, Flow User, Service Circuit User, Site.com Contributor User, Site.com Publisher User, WDC User, and Data.com User Type (<None>). At the bottom, there are checkboxes for Data.com Monthly Addition Limit (300), Accessibility Mode (Classic Only), High-Contrast Palette on Charts, Load Lightning Pages While Scrolling (checked), Debug Mode (unchecked), and Make Setup My Default Landing Page (unchecked).

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000Fu3Xm%2Fe%3FsUserEntityOverride%3D1%

User Edit  
Logeshwaran Ravi

User Edit General Information

First Name	Logeshwaran
Last Name	Ravi
Altas	LRavi
Email	logeshwaranlog03@gmail.com
Username	logeshwaran@tgac.com
Nickname	User167895004515584315
Title	
Company	Thiruvalluvar Government A
Department	
Division	

Role: <None Specified>  
User License: Salesforce  
Profile: System Administrator  
Active:   
Managing 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>  
Data.com Monthly Addition Limit: 300  
Accessibility Mode (Classic Only):   
High-Contrast Palette on Charts:   
Load Lightning Pages While Scrolling:   
Debug Mode:   
Send Apex Warning Emails:   
Make Setup My Default Landing Page:

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000GodC3%2Fe%3FsUserEntityOverride%3D1%

User Edit  
Ajith Kumar

User Edit General Information

First Name	Ajith
Last Name	Kumar
Altas	skuma
Email	logeshwaranlog03@gmail.com
Username	Ajith@smartbridge.com
Nickname	Ak
Title	
Company	
Department	
Division	

Role: <None Specified>  
User License: Salesforce Platform  
Profile: Marketing Executive 1 and Executive 2  
Active:   
Managing 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>  
Data.com Monthly Addition Limit: 300  
Accessibility Mode (Classic Only):   
High-Contrast Palette on Charts:   
Load Lightning Pages While Scrolling:   
Debug Mode:   
Make Setup My Default Landing Page:

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000GoiE1%2Fe%3FisUserEntityOverride%3D1%26retURL%3D%252F005%253FisUserEntityOverride%253D1%2526retURL%253D%25252Fsetup%25252Fhome%2526appLayout%253Dsetup%2526tour%253D%2526isdt... Search Setup

User Edit  
Prabakaran Perumal

User Edit

General Information

First Name	Prabakaran
Last Name	Perumal
Alias	poperu
Email	logeshwaranlog03@gmail.com
Username	praba@smartbridge.com
Nickname	Prabas
Title	
Company	
Department	
Division	

Role: <None Specified>  
 User License: Identity  
 Profile: Sales Rep 2  
 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  
 Data.com Monthly Addition Limit: 300  
 Accessibility Mode (Classic Only):   
 High-Contrast Palette on Charts:   
 Load Lightning Pages While Scrolling:   
 Debug Mode:

Help for this Page ?

javascipt:srcUp(%27%2F0052w00000GoiE1%2Fe%3FisUserEntityOverride%3D1%26retURL%3D%252F005%253FisUserEntityOverride%253D1%2526retURL%253D%25252Fsetup%25252Fhome%2526appLayout%253Dsetup%2526tour%253D%2526isdt...)

thiruvalluvargovernmentar57-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000GoiE1%2Fe%3FisUserEntityOverride%3D1%26retURL%3D%252F005%253FisUserEntityOverride%253D1%2526retURL%253D%25252Fsetup%25252Fhome%2526appLayout%253Dsetup%2526tour%253D%2526isdt... Search Setup

User Edit  
Pradeep GM

User Edit

General Information

First Name	Pradeep
Last Name	GM
Alias	pgm
Email	logeshwaranlog03@gmail.com
Username	pradeep@smartbridge.com
Nickname	Pradhee
Title	
Company	
Department	
Division	

Role: <None Specified>  
 User License: Salesforce Platform  
 Profile: Sales Rep 1  
 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  
 Data.com Monthly Addition Limit: 300  
 Accessibility Mode (Classic Only):   
 High-Contrast Palette on Charts:   
 Load Lightning Pages While Scrolling:   
 Debug Mode:   
 Make Setup My Default Landing Page:

Help for this Page ?

javascipt:srcUp(%27%2F0052w00000GoiE1%2Fe%3FisUserEntityOverride%3D1%26retURL%3D%252F005%253FisUserEntityOverride%253D1%2526retURL%253D%25252Fsetup%25252Fhome%2526appLayout%253Dsetup%2526tour%253D%2526isdt...)

User Edit  
Naveen Arumugam

**General Information**

First Name	Naveen
Last Name	Arumugam
Altas	narum
Email	logeshwaranlog03@gmail.com
Username	naveen123@smartbridge.cl
Nickname	Jillu
Title	
Company	
Department	
Division	

Role: <None Specified>  
User License: Identity  
Profile: Sales Rep 3  
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  
Data.com Monthly Action Limit: 300  
Accessibility Mode (Classic Only):   
High-Contrast Palette on Charts:   
Load Lightning Pages While Scrolling:   
Debug Mode:

## Milestone 8 : Permission Set

### Activity 1 : Create the Permission Sets

Permission Set  
Sales Rep3 User

**Permission Set Overview**

Description:	
License:	
Session Activation Required:	<input type="checkbox"/>
Last Modified By:	Logeshwaran Raul 31/03/2023, 12:09 pm

**API Name:** Sales\_Rep3\_User  
**Namespace Prefix:**   
**Created By:** Logeshwaran Raul 31/03/2023, 12:09 pm

**Apps**

Assigned Apps	Settings that specify which apps are visible in the app menu
Assigned Connected Apps	Settings that specify which connected apps are visible in the app menu
Object Settings	Permissions to access objects and fields, and settings such as tab availability
App Permissions	Permissions to perform app-specific actions, such as 'Manage Call Centers'
Apex Class Access	Permissions to execute Apex classes
Visualforce Page Access	Permissions to execute Visualforce pages
External Data Source Access	Permissions to authenticate against external data sources
Flow Access	Permissions to execute Flows
Named Credential Access	

Sales Rep3 User

Full Name	Active	Role	Profile	User License	Expires On
Ajith Kumar	✓		Marketing Executive 1 and Executive 2	Salesforce Platform	
Jack Sparrow	✓		Sales Manager	Salesforce	
Logeswaran Ravi	✓		System Administrator	Salesforce	
Naiveen Arunugam	✓		Sales Rep 3	Identity	
Prabakaran Perumal	✓		Sales Rep 2	Identity	
Pradeep GM	✓		Sales Rep 1	Salesforce Platform	
Santhosh Uma	✓		Marketing Manager	Salesforce Platform	

## Milestone 9 : Setup for OWD

### Activity 1 : Create OWD Setting

Sharing Settings

Object	Default Internal Access	Default External Access	Grant Access Using Hierarchies
Lead	Public Read/Write/Transfer	Private	✓
Account and Contract	Public Read/Write	Private	✓
Contact	Controlled by Parent	Controlled by Parent	✓
Order	Controlled by Parent	Controlled by Parent	✓
Asset	Controlled by Parent	Controlled by Parent	✓
Opportunity	Public Read/Write	Private	✓
Case	Public Read/Write/Transfer	Private	✓
Campaign	Public Full Access	Private	✓
Campaign Member	Controlled by Campaign	Controlled by Campaign	✓
User	Public Read Only	Private	✓
Activity	Private	Private	✓
Calendar	Hide Details and Add Events	Hide Details and Add Events	✓
Price Book	Use	Use	✓
Product	Public Read/Write	Public Read/Write	✓

**Sharing Settings**

Object	Share Type	Access Level	Share Type	Access Level
Quick Edit	Private	Private	Private	Private
Quick Text Usage	Private	Private	Private	Private
Return Order	Private	Private	Private	Private
Seller	Private	Private	Private	Private
Service Appointment	Public Read/Write	Private	Private	Private
Service Contract	Private	Private	Private	Private
Service Resource	Public Read/Write	Private	Private	Private
Service Territory	Public Read/Write	Private	Private	Private
Shift	Private	Private	Private	Private
Streaming Channel	Public Read/Write	Private	Private	Private
Web Content Document	Private	Private	Private	Private
Work Order	Private	Private	Private	Private
Work Plan	Private	Private	Private	Private
Work Plan Template	Private	Private	Private	Private
Work Step Template	Private	Private	Private	Private
Work Type	Private	Private	Private	Private
Work Type Group	Public Read/Write	Private	Private	Private
Buy	Public Read/Write	Private	Private	Private
Lead	Private	Private	Private	Private
Loan	Public Read/Write	Private	Private	Private
Rent	Private	Private	Private	Private

**Other Settings**

Standard Report Visibility  Manual User Record Sharing  Manager Groups  Secure guest user record access  Require permission to view record names in lookup fields

**Buttons:** Save, Cancel

## Activity 2:

### Marketing :

**Sharing Settings**

**Lead Sharing Rule**

Label: Marketing  
Rule Name: Marketing\_Executive  
Description:

Lead: owned by members of Role: Marketing Team  
Share with: Role: Marketing Team  
Access Level: Read Only  
Created By: Logeshwaran Raj 03/04/2023, 2:11 pm

Modified By: Logeshwaran Raj 03/04/2023, 2:24 pm

**Buttons:** Save, Cancel

### Sales :

The screenshot shows the 'Sharing Settings' page under the 'Setup' tab in the Salesforce interface. A specific sharing rule named 'Sales\_Rep2' is being edited. The rule is owned by the 'Eastern Sales Team' and applies to the 'Sales' object. It has a 'Read Only' access level and was created by Logeshwaran Ravi on March 4, 2023, at 2:28 PM.

**Rent Sharing Rule**

Use sharing rules to make automatic exceptions to your organization-wide sharing settings for defined sets of users.

Note: "Roles and subordinates" includes all users in a role, and the roles below that role.

You can use sharing rules only to grant wider access to data, not to restrict access.

Label	Sales
Rule Name	Sales_Rep2
Description	
Rent: owned by members of	Role: Eastern Sales Team
share with:	Role: Eastern Sales Team
Access Level	Read Only
Created By	Logeshwaran Ravi 03/04/2023, 2:28 pm

Modified By: Logeshwaran Ravi 03/04/2023, 2:28 pm

Save Cancel

This screenshot shows the same 'Sharing Settings' page in Salesforce, but it displays a different configuration for a sharing rule named 'Sales\_Rep1'. This rule also applies to the 'Sales' object and is owned by the 'Western Sales Team'. It has a 'Read Only' access level and was created by Logeshwaran Ravi on March 4, 2023, at 2:27 PM.

**Rent Sharing Rule**

Use sharing rules to make automatic exceptions to your organization-wide sharing settings for defined sets of users.

Note: "Roles and subordinates" includes all users in a role, and the roles below that role.

You can use sharing rules only to grant wider access to data, not to restrict access.

Label	Sales
Rule Name	Sales_Rep1
Description	
Rent: owned by members of	Role and Subordinates: Western Sales Team
share with:	Role and Subordinates: Western Sales Team
Access Level	Read Only
Created By	Logeshwaran Ravi 03/04/2023, 2:27 pm

Modified By: Logeshwaran Ravi 03/04/2023, 2:27 pm

Save Cancel

## Milestone 10 : Report

### Activity 1 : Create Report

Report: Leads Logeshwaran.R										
<input type="checkbox"/> Enable Field Editing <input type="button" value="Add Chart"/> <input type="button" value="Edit"/>										
Total Records 22										
First Name	Last Name	Title	Company / Account	Email	Lead Source	Street	Rating	Lead Owner		
1 Bertha	Boyer	Director of Vendor Relations	Farmers Coop. of Florida	bertha@fcoff.net	Web	321 Westcott Building	Hot	Logeshwaran Ravi		
2 Phyllis	Cotton	CFO	Abbott Insurance	pcotton@abbottins.net	Web	-	-	Logeshwaran Ravi		
3 Jeff	Glimmer	SVP, Procurement	Jackson Controls	jeffg@jackson.com	Phone Inquiry	-	-	Logeshwaran Ravi		
4 Mike	Braund	VP, Technology	Metropolitan Health Services	lkb@metro.com	Purchased List	-	-	Logeshwaran Ravi		
5 Pat	Stummel	SVP, Administration and Finance	Pyramidal Construction Inc.	pat@pyramids.net	Phone Inquiry	-	-	Logeshwaran Ravi		
6 Patricia	Feager	CEO	International Shipping Co.	patricia_feager@is.com	Partner Referral	-	-	Logeshwaran Ravi		
7 Brenda	Mcclure	CFO	Cardinal Inc.	brenda@cardinal.net	Web	-	-	Logeshwaran Ravi		
8 Violet	Macleod	VP, Finance	Emerson Transport	violetm@emersontransport.com	Phone Inquiry	-	-	Logeshwaran Ravi		
9 Andy	Young	SVP, Operations	Dickenson plc	a.young@ dickenson.com	Purchased List	-	-	Logeshwaran Ravi		
10 Kathy	Snyder	Regional General Manager	TNT Corp.	ksnyder@tnr.net	Purchased List	-	-	Logeshwaran Ravi		
11 Kristen	Akin	Director, Warehouse Mgmt	Aethra Home Products	kakin@aethrahome.com	Partner Referral	-	-	Logeshwaran Ravi		
12 David	Monaco	CFO	Blues Entertainment Corp.	david@blues.com	Purchased List	-	-	Logeshwaran Ravi		
13 Carolyn	Crenshaw	VP, Technology	Ace Iron and Steel Inc.	carolyn@aceis.com	Phone Inquiry	-	-	Logeshwaran Ravi		
14 Jack	Rogers	VP, Facilities	Burlington Textiles Corp of America	jrogers@btcia.com	Web	525 S. Lexington Ave	Warm	Logeshwaran Ravi		
15 Bill	Oadio Jr.	CFO	Zenith Industrial Partners	bill_oadio@zenithinc.com	Web	-	-	Logeshwaran Ravi		
16 Tom	James	SVP, Production	Delphi Chemicals	tom.james@delphichemicals.com	Web	-	-	Logeshwaran Ravi		
17 Eugena	Luce	CEO	Pacific Retail Group	eluce@pacifcretail.com	Purchased List	-	-	Logeshwaran Ravi		
18 Shelly	Brownell	SVP, Technology	Western Telecommunications Corp.	shelly.b@westerntele.com.com	Partner Referral	-	-	Logeshwaran Ravi		

## Milestone 11 : Dashboards

## Activity 1 : Create Dashboards

The screenshot shows a Salesforce Lightning interface for the 'Marketing' tab. The top navigation bar includes links for Gmail, YouTube, Maps, hotstar, Untitled mural, Untitled document, and a search bar. The main content area displays a dashboard titled 'Recent' with one item, 'Property Management'. The dashboard has columns for Dashboard Name, Description, Folder, Created By, and Created On. A sidebar on the left lists categories like Dashboards, Folders, and Favorites, each with sub-options such as 'Created by Me', 'Shared with Me', and 'All Favorites'.

Dashboards	Dashboard Name	Description	Folder	Created By	Created On	Subscribed
Recent	Property Management		Loan Amount	Logeshwaran Ravi	3/4/2023, 2:54 pm	

The screenshot shows a Salesforce Lightning profile page for a user named Logeshwaran Ravi. The page has a header with navigation links for Marketing, Home, Chatter, Campaigns, Leads, Contacts, Opportunities, Reports, Dashboards, Buyers, Rents, and Loans. The main content area features a profile picture of a cartoon character, the user's name, and a message encouraging sharing awesomeness. Below this is a 'Details' section containing fields for Name (Logeshwaran Ravi), Title (Manager), Company Name (Thiruvalluvar Government Arts College), Phone, and Mobile. To the right is a 'Related' section with 'Groups (0)' and 'Files (0)'. A link at the bottom of the page leads to a Help and Training resource.

#### 4. Trailhead Profile Public URL

Team Lead - <https://trailblazer.me/id/lravi48>  
 Team Member 1- <https://trailblazer.me/id/prabp16>  
 Team Member 2- <https://trailblazer.me/id/navea19>  
 Team Member 3- <https://trailblazer.me/id/nvengateswaralu>

#### 5. ADVANTAGES & DISADVANTAGE

##### Advantages of Property Management Applications:

1. Automation: Property management applications automate many tasks, which can save property managers time and money. For example, rent collection and lease tracking can be automated, which eliminates the need for manual data entry and can reduce the risk of errors.
2. Efficiency: By automating routine tasks and providing easy access to important information, property management applications can help property managers stay organized and efficient. This can help property managers to focus on more strategic tasks that require human input, such as developing and implementing long-term plans for their properties.
3. Tenant Experience: Many property management applications offer features that can improve the tenant experience, such as online rent payments and maintenance request tracking. These features can make it easier for tenants to communicate with their property managers and stay up-to-date on important information.
4. Flexibility: Many property management applications are cloud-based, which means that users can access them from any device with an internet

connection. This is particularly helpful for property managers who are constantly on the go and need to access information from multiple locations.

### Disadvantages of Property Management Applications:

1. Cost: Property management applications can be expensive, especially for small property management companies or landlords who manage a few properties.
2. Learning Curve: Property management applications can be complex, and it may take some time to learn how to use them effectively. This can be a disadvantage for property managers who are not tech-savvy or who do not have the time to learn a new software system.
3. Technical Issues: Like any software system, property management applications can experience technical issues, such as downtime or software bugs. These issues can be frustrating for property managers and can disrupt their workflow.
4. Security Concerns: Property management applications often store sensitive data, such as tenant information and financial data. As a result, security concerns can arise if the application is not properly secured or if the data is not properly encrypted.

Overall, property management applications have many advantages that can benefit property managers and landlords. However, it's important to consider the potential disadvantages before implementing a property management application, and to choose a solution that fits your specific needs and budget.

## 6. APPLICATIONS

There are many property management applications available on the market, each with its own unique features and capabilities. Here are some examples of popular property management applications:

1. Buildium: Buildium is a cloud-based property management application that offers features such as rent collection, lease tracking, maintenance management, tenant communication, and accounting functions. It is designed for property managers who manage both residential and commercial properties.
2. Appfolio: Appfolio is a cloud-based property management application that offers features such as online rent collection, tenant screening, lease tracking, maintenance management, and accounting functions. It is designed for property managers who manage both residential and commercial properties.

3. Rent Manager: Rent Manager is a cloud-based property management application that offers features such as rent collection, lease tracking, maintenance management, tenant communication, and accounting functions. It is designed for property managers who manage both residential and commercial properties.

These are just a few examples of the many property management applications available. It's important to research and compare different applications to determine which one best fits your specific needs and budget.

## 7. CONCLUSION

In conclusion, property management applications have become an essential tool for property managers and landlords to manage their rental properties more efficiently. These applications automate many aspects of property management, which can save property managers time and money, and improve the tenant experience.

While there are some potential disadvantages to using property management applications, such as cost, learning curve, technical issues, and security concerns, the advantages of these applications often outweigh the disadvantages. Popular property management applications such as Buildium, Appfolio, Rent Manager, TenantCloud, and Propertyware offer a range of features and capabilities to suit the needs of different property managers and landlords.

Ultimately, choosing the right property management application can help property managers and landlords to be more organized, efficient, and effective, which can lead to better outcomes for both themselves and their tenants.

## 8. FUTURE SCOPE

The future scope of property management applications is bright, as the industry continues to evolve and technology advances. Here are some potential trends and developments to look out for in the future:

1. Increased Automation: As artificial intelligence and machine learning continue to improve, property management applications may become even more automated, with the ability to predict maintenance needs, optimize rental rates, and streamline communication with tenants.
2. Integration with Smart Home Technology: Smart home technology is becoming increasingly popular, and property management applications may

begin to integrate with these technologies, allowing property managers to monitor and control various aspects of their properties remotely.

3. Enhanced Mobile Functionality: As more property managers work remotely or on-the-go, property management applications may continue to enhance their mobile functionality, with features that allow property managers to manage their properties from their smartphones or tablets.
4. Blockchain Technology: Blockchain technology has the potential to revolutionize property management by providing a secure and transparent way to manage property transactions and data. In the future, property management applications may integrate blockchain technology to provide more secure and efficient property management services.
5. Environmental Sustainability: With an increasing focus on environmental sustainability, property management applications may begin to incorporate features that allow property managers to monitor and optimize their properties' energy usage, water usage, and other environmental impacts.

Overall, the future scope of property management applications is exciting, with the potential to improve efficiency, sustainability, and tenant experiences. As technology continues to advance, property managers and landlords will have access to increasingly sophisticated and innovative tools to help them manage their properties more effectively.