

Project Report Template

IMPLEMENTING CRM FOR RESULT TRACKING OF A CANDIDATE WITH INTERNAL MARK

1.INTRODUCTION

1.1 Overview

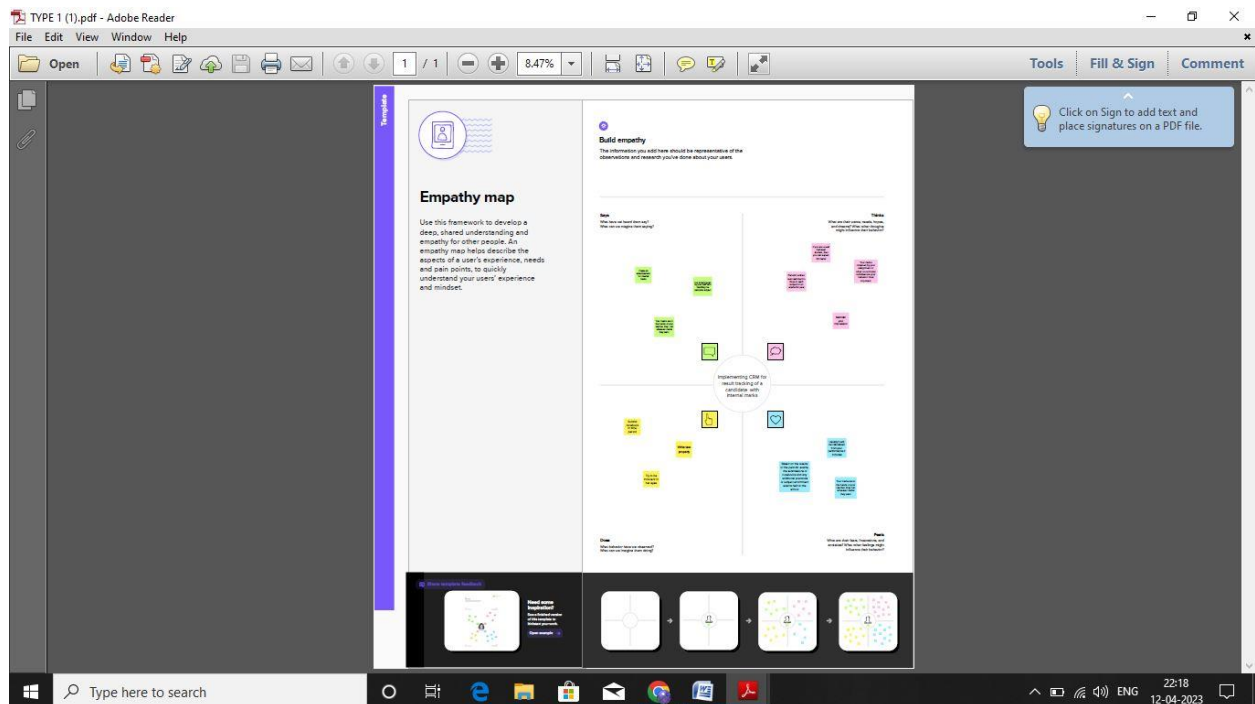
A Implementing CRM for result tracking of a candidate with Internal marks should be able to create all base data including Semester ,Candidate ,Course and Lecturer ,Lecturer should have the ability to create Internal marks, Dean, Who is the one of the lecturer ,Should be the only one with ability to update Internal Results, Re- evaluation can be initialized by Candidate for all Internal Results .Now only dean can update the marks after re-evaluation.

1.2 Purpose

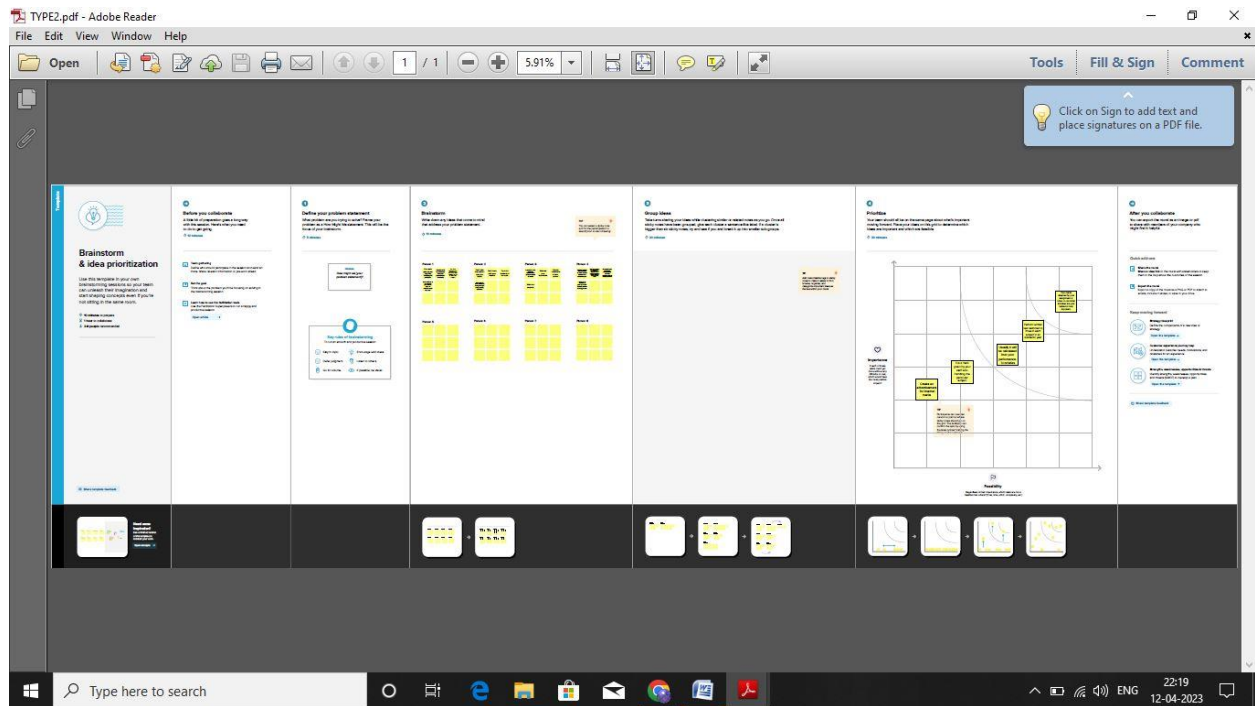
- ❖ Improve the students marks
- ❖ Improve the student activities and give a qualified education
- ❖ Lecturer should be can understand the students mindset.

2 Problem Definition & Design Thinking

2.1 Empathy Map



2.2 IDEATION & BRAINSTORMING MAP



3 RESULT

3.1 Data Model:

Object name	Fields in the Object	
Semester	Field label	Data Type
	Semester Name	Text
	Course(lookup)	Text
Candidate	Field label	Data Type
	Candidate Name	Text
	Candidate Id	Text
	Semester Name	Text
	Internal results(lookup)	Text
Course	Field Label	Data Type
	Course Name	Text

Details		
	Course ID	Text
Lecturer Details	Field Label	Data type
	Lecturer Role	Text
	Lecturer Name	Text
	Course ID	Text
	Course(lookup)	Text
Internal results	Field Label	Data type
	Candidate ID	Text
	Course ID	Text
	Marks	Text

3.2 Activity & Screenshot

CREATION OF SEMESTER OBJECT

The screenshot shows the Salesforce 'New Custom Object' configuration page. The browser address bar indicates the URL: `thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/011/e?appLayout=setup&noS1Redirect=true`. The page features a navigation bar with 'Home', 'Chatter', 'Libraries', 'Content', and 'Subscriptions'. A banner at the top promotes the 'Lightning Experience' with a 'Check Readiness' button. The main content area is titled 'New Custom Object' and includes a 'Custom Object Definition Edit' section. A yellow message box states: 'Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. [Tell me more!](#) [Don't show this message again](#)'. The 'Custom Object Information' section contains the following fields:

- Label:** Semester (Example: Account)
- Plural Label:** Semesters (Example: Accounts)
- Starts with vowel sound:** ☐
- Object Name:** Semester (Example: Account)
- Description:** (Empty text area)

The left sidebar contains links for 'Lightning Experience Transition Assistant', 'Salesforce Mobile Quick Start', 'Home', and 'Administer' (with sub-links for 'Release Updates', 'Manage Users', and 'Manage Apps'). The Windows taskbar at the bottom shows the search bar and various application icons.

CREATION OF CANDIDATE

The screenshot shows the Salesforce Lightning interface with the 'New Custom Object' page. The browser tabs include 'WhatsApp', 'New Custom Object | Salesforce', and 'Custom Object: Semester ~ Sale'. The URL is 'thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/011/e?appLayout=setup&noS1Redirect=true'. The page header includes 'Home', 'Chatter', 'Libraries', 'Content', and 'Subscriptions'. A banner at the top says 'It's Better in Lightning' with buttons for 'Tell Me More' and 'Check Readiness'. The left sidebar contains a search bar, 'Lightning Experience Transition Assistant', 'Salesforce Mobile Quick Start', and an 'Administer' section with links for 'Release Updates', 'Manage Users', and 'Manage Apps'. The main content area is titled 'New Custom Object' and includes a message about permissions. Below this is the 'Custom Object Definition Edit' section with 'Save', 'Save & New', and 'Cancel' buttons. The 'Custom Object Information' section contains the following fields:

- Label:** Candidate (Example: Account)
- Plural Label:** Candidate (Example: Accounts)
- Starts with vowel sound:** ☐
- Object Name:** Candidate (Example: Account)
- Description:** (Empty text area)

The Windows taskbar at the bottom shows the search bar and various application icons. The system clock indicates 16:26 on 10-04-2023.

CREATION OF COURSE DETAILS

The screenshot shows the Salesforce Lightning interface with the 'New Custom Object' page. The browser tabs include 'WhatsApp', 'New Custom Object | Salesforce', and 'Custom Object: Semester ~ Sale'. The URL is 'thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/011/e?appLayout=setup&noS1Redirect=true&retURL=%2F0115I000000P5b4%3Fsetupid%3D...'. The page header includes 'Home', 'Chatter', 'Libraries', 'Content', and 'Subscriptions'. A banner at the top says 'It's Better in Lightning' with buttons for 'Tell Me More' and 'Check Readiness'. The left sidebar contains a search bar, 'Lightning Experience Transition Assistant', 'Salesforce Mobile Quick Start', and an 'Administer' section with links for 'Release Updates', 'Manage Users', and 'Manage Apps'. The main content area is titled 'New Custom Object' and includes a message about permissions. Below this is the 'Custom Object Definition Edit' section with 'Save', 'Save & New', and 'Cancel' buttons. The 'Custom Object Information' section contains the following fields:

- Label:** Course Details (Example: Account)
- Plural Label:** Course Details (Example: Accounts)
- Starts with vowel sound:** ☐
- Object Name:** Course_Details (Example: Account)
- Description:** (Empty text area)

The Windows taskbar at the bottom shows the search bar and various application icons. The system clock indicates 16:27 on 10-04-2023.

CREATION OF LECTURER DETAILS

The screenshot shows the Salesforce 'New Custom Object' configuration page. The browser tabs include 'WhatsApp', 'New Custom Object | Salesforce', and 'Custom Object: Semester ~ Sale...'. The URL is 'thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/01/e?appLayout=setup&retURL=%2F0115i000000P5bE%3Fsetupid%3DCustomObjects&noS...'. A banner at the top reads 'It's Better in Lightning' with buttons for 'Tell Me More' and 'Check Readiness'. The left sidebar contains a search bar, 'Lightning Experience Transition Assistant', 'Salesforce Mobile Quick Start', and an 'Administer' menu with options like 'Release Updates', 'Manage Users', 'Manage Apps', 'Manage Territories', 'Company Profile', 'Data Classification', and 'Privacy Center'. The main content area is titled 'New Custom Object' and includes a warning about permissions. Below this is the 'Custom Object Definition Edit' section with 'Save', 'Save & New', and 'Cancel' buttons. The 'Custom Object Information' section contains the following fields: 'Label' (Lecturer Details, Example: Account), 'Plural Label' (Lecturer Details, Example: Accounts), 'Starts with vowel sound' (checkbox), 'Object Name' (Lecturer_Details, Example: Account), and a 'Description' text area. At the bottom, there are 'Context-Sensitive Help Setting' options and a 'Content Name' dropdown set to 'None'.

WhatsApp | New Custom Object | Salesforce | New Custom Object ~ Salesforce | Custom Object: Semester ~ Sale... | +

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/01/e?appLayout=setup&retURL=%2F0115i000000P5bE%3Fsetupid%3DCustomObjects&noS...

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Tell Me More Check Readiness

Quick Find / Search... Expand All | Collapse All

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Salesforce Mobile Quick Start

Home

Administer
Release Updates
Manage Users
Manage Apps
Manage Territories
Company Profile
Data Classification
Privacy Center

New Custom Object Help for this Page

Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again

Custom Object Definition Edit Save Save & New Cancel

Custom Object Information = Required information

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

Label Lecturer Details Example: Account

Plural Label Lecturer Details Example: Accounts

Starts with vowel sound ☐

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

Object Name Lecturer_Details Example: Account

Description

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

Content Name --None--

CREATION OF INTERNAL RESULTS

WhatsApp | New Custom Object | Salesforce | New Custom Object - Salesforce | Custom Object: Semester ~ Sale: | +

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/011/e7appLayout=setup&retURL=%2F0115i000000P5bJ%3Fsetupid%3DCustomObjects&noS...

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Quick Find / Search...

[Expand All](#) | [Collapse All](#)

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Salesforce Mobile Quick Start

Home

Administer

- Release Updates
- Manage Users
- Manage Apps
- Manage Territories
- Company Profile
- Data Classification
- Privacy Center
- Security Controls
- Domain Management

New Custom Object

[Help for this Page](#)

Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. [Tell me more!](#) [Don't show this message](#)

Custom Object Definition Edit

[Save](#) [Save & New](#) [Cancel](#)

Custom Object Information

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

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

FIELDS AND RELATIONSHIP

WhatsApp

Candidate | Salesforce

Candidate: New Custom Field ~ 5

+

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

salesforce

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Search...

Search

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Kalalarasan M

Setup

Help

Content

HomeChatterLibrariesContentSubscriptions+

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Quick Find / Search...

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Release Updates

Candidate

New Custom Field

Help for this Page

Step 4. Add to page layouts

Step 4 of 4

PreviousSave & NewSaveCancel

Field Label	Candidate Id
Data Type	Text
Field Name	Candidate_Id
Description	

Select the page layouts that should include this field. The field will be added as the last field in the first 2-column section of these page layouts. The field will not appear on any pages if you do not select a layout.

To change the location of this field on the page, you will need to customize the page layout.

<input checked="" type="checkbox"/> Add Field	Page Layout Name
<input checked="" type="checkbox"/>	Candidate Layout

When finished, click Save & New to create more custom fields, or click Save if you are done.

WhatsApp

Candidate | Salesforce

Candidate: New Custom Field ~ 5

+

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Candidate

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

PreviousNextCancel

Field Label	Semester Name
Data Type	Text
Field Name	Semester_Name
Description	

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	<input type="checkbox"/> Visible	<input type="checkbox"/> Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>

WhatsApp Candidate | Salesforce Candidate: New Custom Field ~ 5 x +

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

salesforce 23 Search... Switch to Lightning Experience Kalarasan M Setup Help Content

Home Chatter Libraries Content Subscriptions +

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Quick Find / Search... Expand All Collapse All

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Administer
Release Updates

Candidate

New Custom Field

Help for this Page

Step 3. Establish field-level security Step 3 of 4

Previous Next Cancel

Field Label	Internal results(lookup)
Data Type	Text
Field Name	Internal_results_lookup
Description	

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	<input type="checkbox"/> Visible	<input type="checkbox"/> Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>

WhatsApp Candidate | Salesforce Course Details | Salesforce Course Details: New Custom Field ~ 5 x +

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

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Course Details

New Custom Field

Help for this Page

Step 3. Establish field-level security Step 3 of 4

Previous Next Cancel

Field Label	Course ID
Data Type	Text
Field Name	Course_ID
Description	

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	<input type="checkbox"/> Visible	<input type="checkbox"/> Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>

WhatsAppCandidate | SalesforceCourse Details | SalesforceInternal results | SalesforceInternal results: New Custom

thiruvalluvgovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

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Release Updates

Internal results

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

PreviousNextCancel

Field LabelCandidate ID

Data TypeText

Field NameCandidate_ID

Description

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	<input type="checkbox"/> Visible	<input type="checkbox"/> Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>

WhatsAppCandidate | SalesforceCourse Details | SalesforceInternal results | SalesforceInternal results: New Custom

thiruvalluvgovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

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Manage Territories

Company Profile

Internal results

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

PreviousNextCancel

Field LabelCourse ID

Data TypeText

Field NameCourse_ID

Description

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	<input type="checkbox"/> Visible	<input type="checkbox"/> Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cross Org Data Proxy User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Marketing Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Sales Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>

WhatsApp

Candidate | Salesforce

Course Details | Salesforce

Internal results | Salesforce

Internal results: New Custom

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Manage Territories

Company Profile

Internal results

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

PreviousNextCancel

Field Label	Marks
Data Type	Text
Field Name	Marks
Description	

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	Visible	Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cross Org Data Proxy User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Marketing Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Sales Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Type here to search

WhatsApp

Candidate | Salesforce

Course Details | Sales

Internal results | Sales

Lecturer Details | Sale

Lecturer Details: New

WhatsApp

Candidate | Salesforce

Course Details | Sales

Internal results | Sales

Lecturer Details | Sale

Lecturer Details: New

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HomeChatterLibrariesContentSubscriptions

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Check Readiness

Quick Find / Search...

Expand All | Collapse All

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Manage Apps

Manage Territories

Company Profile

Lecturer Details

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

PreviousNextCancel

Field Label	Lecturer Role
Data Type	Text
Field Name	Lecturer_Role
Description	

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile	Visible	Read-Only
Analytics Cloud Integration User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analytics Cloud Security User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contract Manager	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cross Org Data Proxy User	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Marketing Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Custom: Sales Profile	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Type here to search

WhatsApp

Candidate | Salesforce

Course Details | Sales

Internal results | Sales

Lecturer Details | Sale

Lecturer Details: New

WhatsApp

Candidate | Salesforce

Course Details | Sales

Internal results | Sales

Lecturer Details | Sales

Lecturer Details: New

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

salesforce

Search...

Search

Switch to Lightning Experience

Kalalarasan M

Setup

Help

Content

Home Chatter Libraries Content Subscriptions

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Check Readiness

Quick Find / Search...

Expand All | Collapse All

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Lecturer Details

New Custom Field

Help for this Page

Step 3. Establish field-level security

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Previous

Next

Cancel

Field Label

Course ID

Data Type

Text

Field Name

Course_ID

Description

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile

Visible

Read-Only

Analytics Cloud Integration User

☒

☐

Analytics Cloud Security User

☒

☐

Contract Manager

☒

☐

WhatsApp

Candidate | Salesforce

Course Details | Sales

Internal results | Sales

Lecturer Details | Sales

Lecturer Details: New

thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/p/setup/field/NewCustomFieldStageManager

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Lecturer Details

New Custom Field

Help for this Page

Step 3. Establish field-level security

Step 3 of 4

Previous

Next

Cancel

Field Label

Course(lookup)

Data Type

Text

Field Name

Course_lookup

Description

Select the profiles to which you want to grant edit access to this field via field-level security. The field will be hidden from all profiles if you do not add it to field-level security.

Field-Level Security for Profile

Visible

Read-Only

Analytics Cloud Integration User

☒

☐

Analytics Cloud Security User

☒

☐

Contract Manager

☒

☐

Create the Candidate Internal Result Card app:

The screenshot shows the Salesforce Lightning App Builder interface. The browser tabs include WhatsApp, Candidate | Salesforce, Candidate Internal Result Card, and Object creator. The URL is thiruvalluvargovernmentar43-dev-ed.develop.lightning.force.com/visualEditor/appBuilder.app?id=02u5i000000vlygAAE&retUrl=https%3A%2F%2Fthiruvalluv.... The left sidebar shows 'App Settings' with 'App Details & Branding' selected. The main area is titled 'App Details & Branding' and contains the following sections:

- App Details**
 - App Name**: Candidate Internal Result Card
 - Developer Name**: Candidate_Internal_Result_Card
 - Description**: Enter a description...
- App Branding**
 - Image**: Upload button
 - Primary Color Hex Value**: #0070D2
 - Org Theme Options**: ☐ Use the app's image and color instead of the org's custom theme
- App Launcher Preview**: Shows a blue square icon with 'CI' and the text 'Candidate Internal Result C...'

Creating a Users:

The screenshot shows the Salesforce User Edit page for user Kalaiaarasan M. The browser tabs include WhatsApp, Users | Salesforce, and User Edit: Kalaiaarasan M ~ Salesf. The URL is thiruvalluvargovernmentar43-dev-ed.develop.my.salesforce.com/0055i000006QwaI/e?isUserEntityOverride=1&retURL=%2F005%3FisUserEntityOverride%3D1.... The page features a 'Lightning Experience Transition Assistant' banner and a 'Quick Find / Search...' bar. The 'User Edit' section is titled 'Kalaiaarasan M' and includes the following fields:

- General Information**
 - First Name**: Kalaiaarasan
 - Last Name**: M
 - Alias**: KM
 - Email**: kalainewgen@gmail.com
 - Username**: 65kalaiaarasan@tgac.com
 - Nickname**: User1681291154324772275
 - Title**:
 - Company**: Thiruvalluvar government art
 - Department**:
 - Division**:
- Role**: <None Specified>
- User License**: Salesforce
- Profile**: System Administrator
- Active**: ☒
- Marketing User**: ☒
- Offline User**: ☒
- Knowledge User**: ☐
- Flow User**: ☐
- Service Cloud User**: ☒
- Site.com Contributor User**: ☐
- Site.com Publisher User**: ☐

Reports and dashboards:

The image displays two screenshots of the Salesforce user interface, illustrating reports and dashboards.

Top Screenshot: New Candidate Report

- Browser Tab:** New Candidate Report | Salesforce
- URL:** `thiruvalluvargovernmentar43-dev-ed.develop.lightning.force.com/lightning/r/Report/00O5i000007oiuKEAQ/view`
- Page Header:** Search bar and navigation menu (Sales, Home, Opportunities, Leads, Tasks, Files, Accounts, Contacts, Campaigns, Dashboards, Reports, Chatter, Groups, More).
- Report Title:** Report: Candidate **New Candidate Report**
- Buttons:** Enable Field Editing, Add Chart, Edit.
- Total Records:** 0
- Visuals:** A large illustration of a cactus and a sun.
- Message:** No Results. No records returned. Try editing report filters: [Show All candidate.](#)

Bottom Screenshot: Candidate Internal Result Card app

- Browser Tab:** Candidate Internal Result Card app
- URL:** `thiruvalluvargovernmentar43-dev-ed.develop.lightning.force.com/one/one.app#eyJjb21wb25lbnREZlYiOiJkZXNrdG9wRGFzaGJvYXJkczpkYXNoYm...`
- Page Header:** Search bar and navigation menu (Sales, Home, Opportunities, Leads, Tasks, Files, Accounts, Contacts, Campaigns, Dashboards, Reports, Chatter, Groups, More).
- Dashboard Title:** Dashboard **Candidate Internal Result Card app**
- Buttons:** Refresh, Edit, Subscribe.
- Message:** This dashboard has no components.

4 Trailhead Profile Public URL

Team Lead- <https://trailblazer.me/id/kullachi7>

Team Member 1 - <https://trailblazer.me/id/dhans202>

Team Member 2 - <https://trailblazer.me/id/dks2425>

Team Member 3 - <https://trailblazer.me/id/sri200>

5 ADVANTAGES & DISADVANTAGE

ADVANTAGE

- Students become more attentive during lectures.
- Fear and anxiety about exams in students is reduced and it makes students more ready for their final or external exams.
- Students can evaluate themselves and correct their mistakes, which should not be done in final exams.
- It reduces the weightage of external exams.

DISADVANTAGE

- Sometimes, partiality and bias-ness may occur.
- Teachers may miss-use this for their own benefits.
- Sometimes, teachers may give hints to some of the students and this causes a lack of courage in students for external examinations.

APPLICATIONS

A Implementing CRM for result tracking of a candidate with Internal marks should be able to create all base data including Semester,Candidate,Course and Lecturer,Lecturer should have the ability to create Internal marks,Dean,Who is the one of the lecturer,Should be the only one with ability to update Internal Results, Re-evaluation can be initialized by Cadidate for all Internal Results.Now only dean can update the marks after re-evaluation.

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7 CONCLUSION

Project management that is intelligent and precise is necessary for complex client engagements. During [marketing](#) and pre-sales, during the actual sale, and after the consumer has made their purchase, project management assists in achieving the consistent brand messaging that is the hallmark of exceptional customer experiences.

Using Salesforce Management for project management is one method to ensure consistency across the customer experience. By integrating project management into your Salesforce instance, you can bring together customer-facing teams, no matter how far apart they are geographically. Your clients will receive exactly what they require when they require it if you approach customer onboarding or customer service as a project.

8 FUTURE SCOPE

The future of Salesforce looks bright as the demand for Salesforce professionals continues to grow. With the increasing adoption of cloud technology and the growth of customer relationship management (CRM) systems, there will be a growing need for Salesforce expertise in the coming years.

In addition, the company is constantly innovating and adding new features and capabilities to its platform, which will create new job opportunities and career paths for those trained in Salesforce. As more companies turn to Salesforce to manage customer interactions, it's likely that the demand for Salesforce experts will only increase. Therefore, learning Salesforce can be a smart career move for individuals looking for a lucrative and stable career in the technology field.

So, if you want to learn salesforce for free then you must go for Intellipaat's salesforce video training which would definitely help you to learn the salesforce fundamentals in the best and effective manner.

