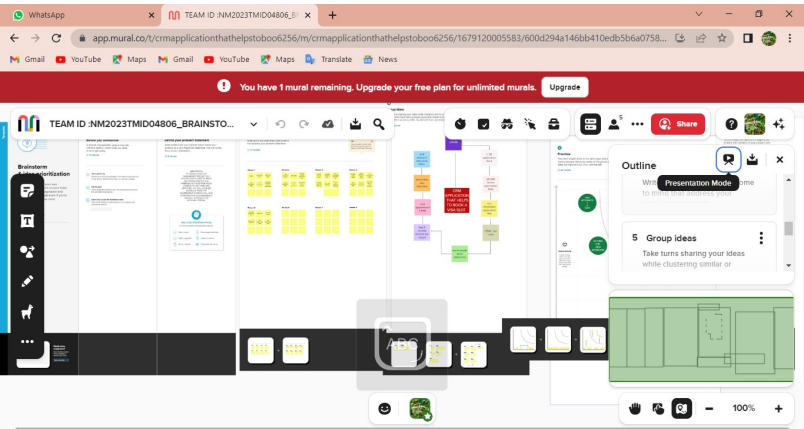


## 2.2 Ideation & Brainstorming Map



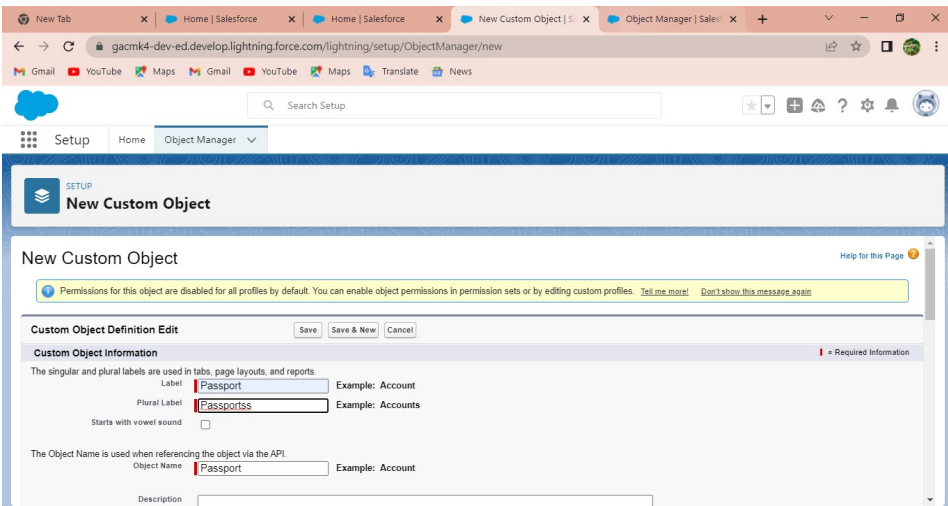
3 RESULT

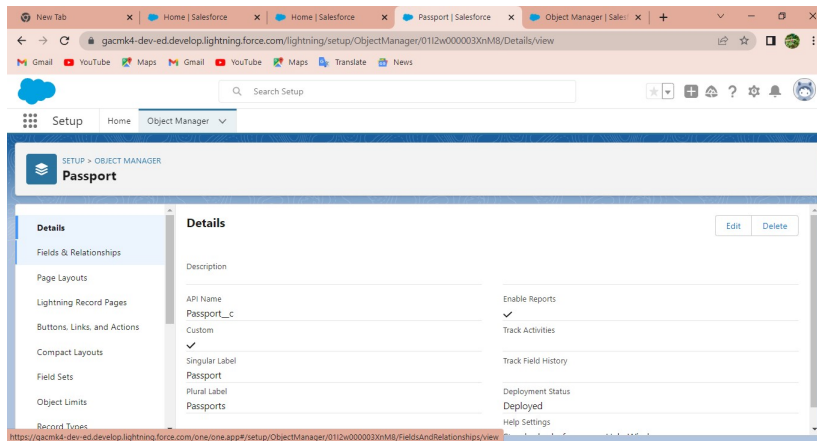
3.1 Data Model:

Object name	Fields in the Object	
obj1  Passport	Field label	Data type
	Contact number	Number
	Full Name	Text
obj2  Visa Slot	Field label	Data type
	Location	Text
	Passport Number	Number

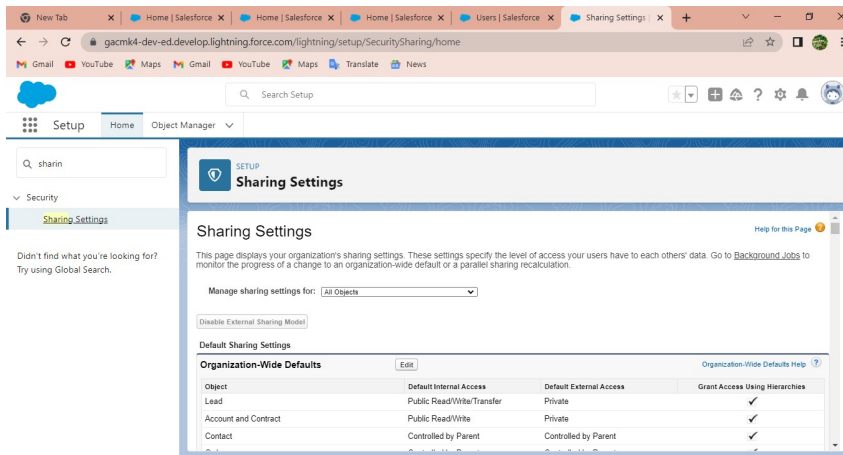
3.2 Activity & Screenshot

Milestone:2  
Activity:1

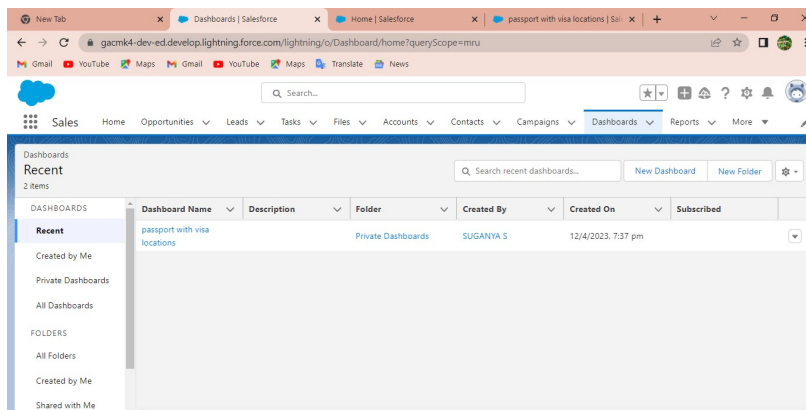




## Milestone:5



## Milestone:7



#### 4 Trailhead Profile Public URL

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

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

Team Member 2 - <https://trailblazer.me/id/susme3>

Team Member 3 – <http://trailblazer.me/id/snehs43>

Team Member 4 - <https://trailblazer.me/id/kokip1>

#### 5 ADVANTAGES & DISADVANTAGE

##### ADVANTAGES :

1. It facilitates things by giving you and the customer,
2. ease of communication,
3. organized data,
4. improved customer service.

##### DISADVANTAGE :

- 1.CRM costs. One of the greatest challenges to CRM implementation is cost. ...
2. Business culture.
- 3.Poor communication. ...
- 4.Lack of leadership.

#### 6 APPLICATIONS

1. Better customer service. ...
2. Increased sales. ...
3. Improved customer retention. ...
4. Detailed analytics. ...
5. Higher productivity and efficiency.

#### 7 CONCLUSION

. \* This will help you to track and manage the availability of visa slots, which are appointments that are required for certain visa applications.

#### 8 FUTURE SCOPE

. \* Customers will become a company's best sales reps through superior products and services as well as customer-oriented messaging.



