Project Report Template

## 1 INTRODUCTION

1.1 Overview

A CRM is a customer centric system that can help education professionals nurture relationships with prospects and enrollees , produce data drive insights to illustrate progress towards goals and streamline their admissions and marketing initiatives to save time and effort.
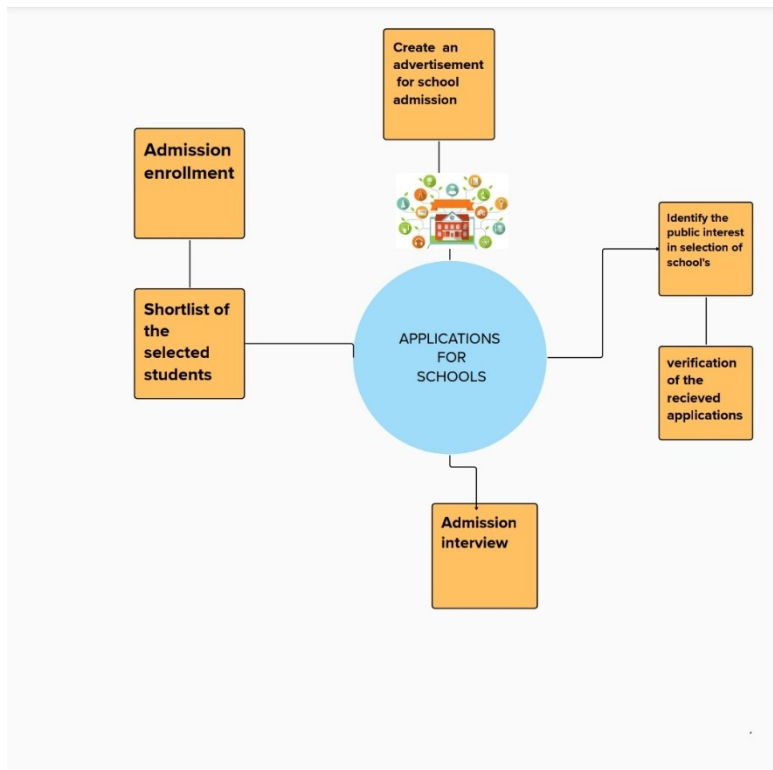
1.2 purpose

A CRM is a system that helps schools manage the entire lifecycle of a potential customer sometimes also referred to as a lead .With a CRM ,you can track and store the data that's important to your operation , all in one easy-to-access place.

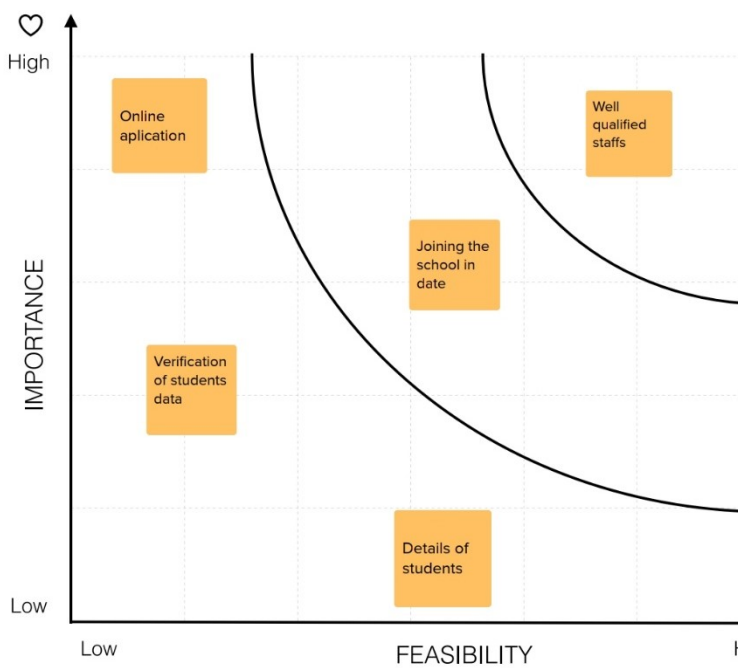## 2 PROBLEM DEFINITON AND DESIGN THINKING

2.1 EMPATHY MAP
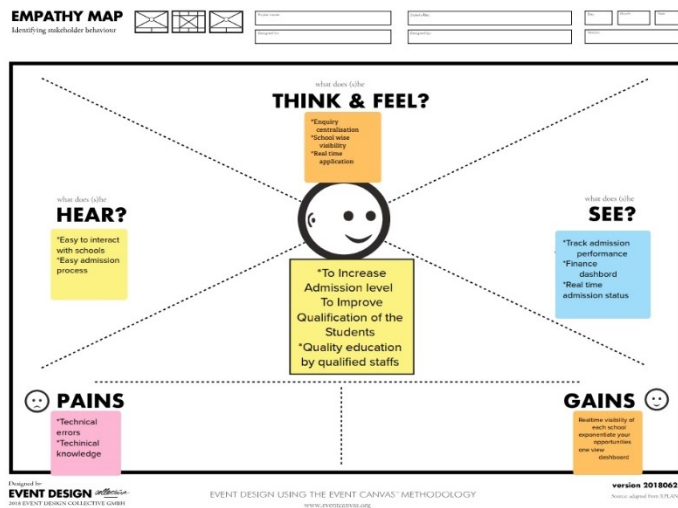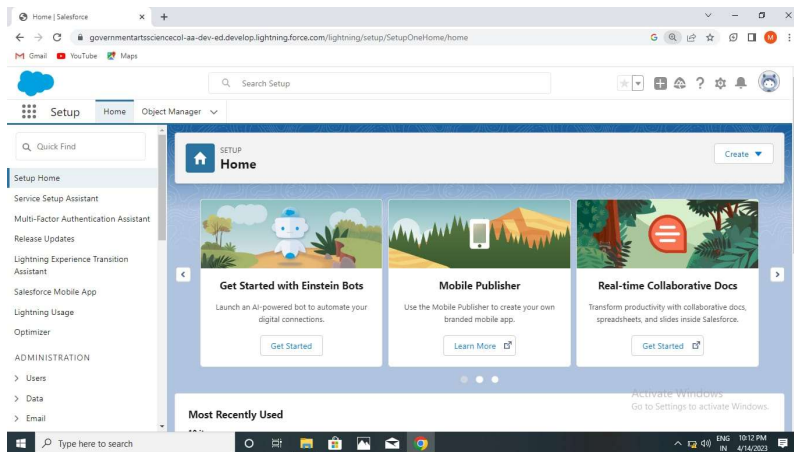

2.2 Ideation and brainstorming Map
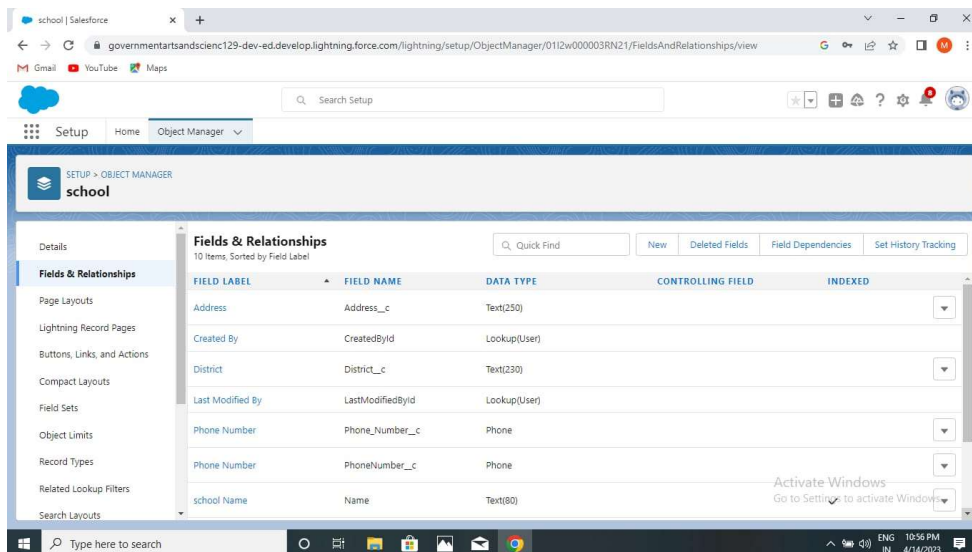
Idea Prioritization

3 RESULT

3.1 DATA MODEL

OBJECT NAME	FIELDS IN THE OBJECT	
OBJ 1 SCHOOL	FIELD LABEL	DATA TYPE
	Address	Text area
OBJ 2 STUDENTS	FIELD LABEL	DATA TYPE
	Phone number	Phone
OBJ 3 PARENT	**FIELD LABEL**	**DATA TYPE**
	Parent address	Text area

3.2 ACTIVITY AND SCREENSHOT

CREATING DEVELOPER ACCOUNT

CREATION OF SCHOOL OBJECT

CREAION OF STUDENT OBJECT
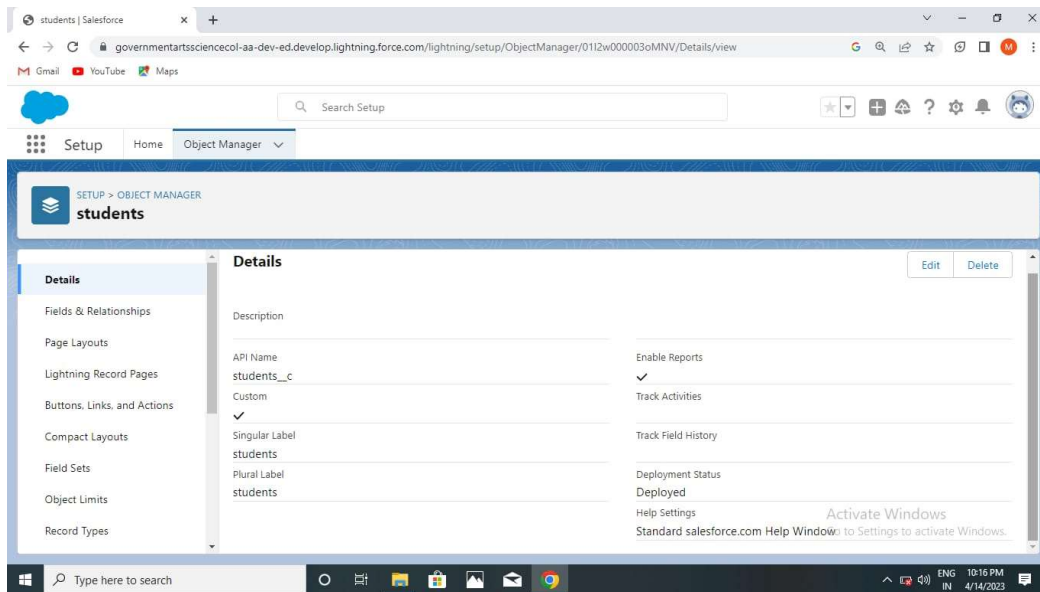
CREATION OF PARENT OBJECT
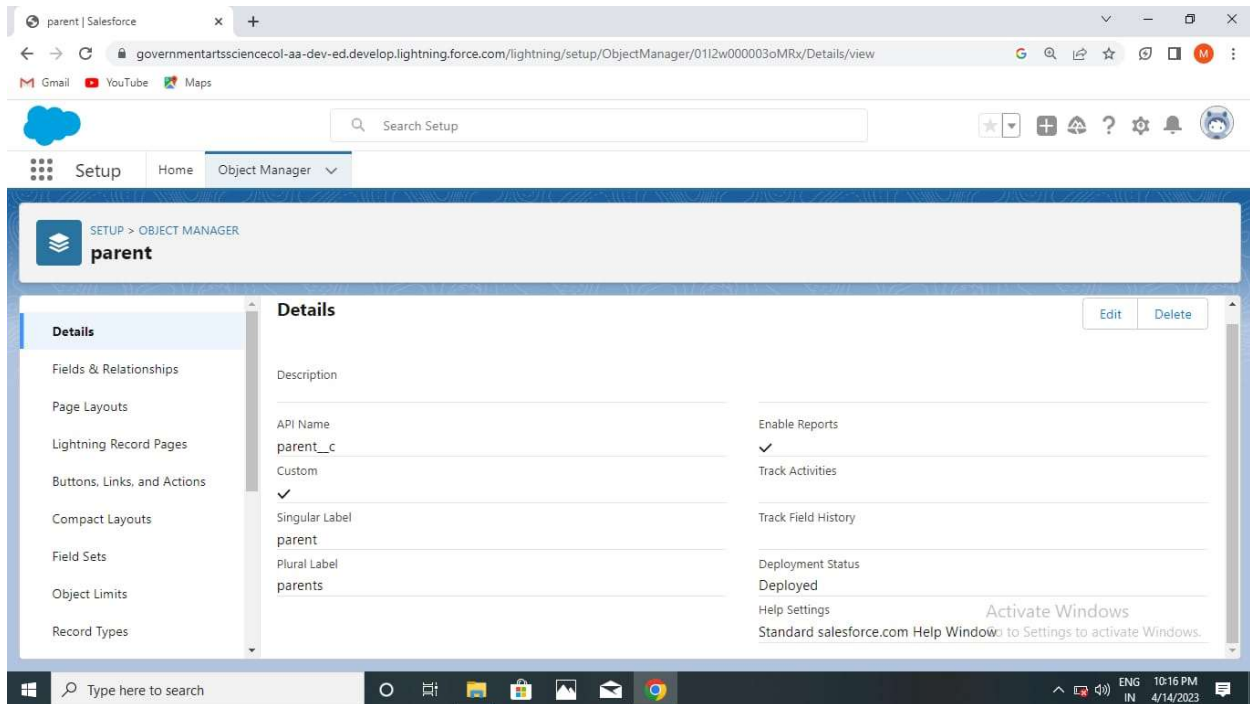
CREATION OF FIELDS FOR THE SCHOL OBJECTS

CREATION OF FIELDS FOR STUDENT OBJECT

CREATION OF FIELDS FOR PARENT OBJECT

CREATION ON PROFILE

CREATING A USERS

PERMISSION SETS

REPORT:

4   TRAIL PROFILE PUBLIC URL

TEAM LEAD - https://trailblazer.me/id/m2106

TEAM MEMBER 1-https://trailblazer.me/id/ssrinivas333

TEAM MEMBER 2- https://trailblazer.me/id/na144

TEAM MEMBER 3- https://trailblazer.me/id/sroshini5

5   ADVANTAGES AND DISADVANTAGES
     AVANTAGES;
     1   Beneficial for the different departments or teams of the business
     2   customer are engaged across multiple channel
     3   provide sreamline operations
     4   improve customer service
     5   data miming

   DISADVANTAGES

   1 A costly project

2   loss of collected information or record
3   not suitable for every business
4   it eliminates the human elements
5   centralized data is at stake

APPLICATIONS

1 SCHOOL and COLLEGE management are administration

CONCLUSION

CRM application is a business based on trust and value.

FUTURE SCOPE

1 Module for employee recruitment

2 Web module for web interface