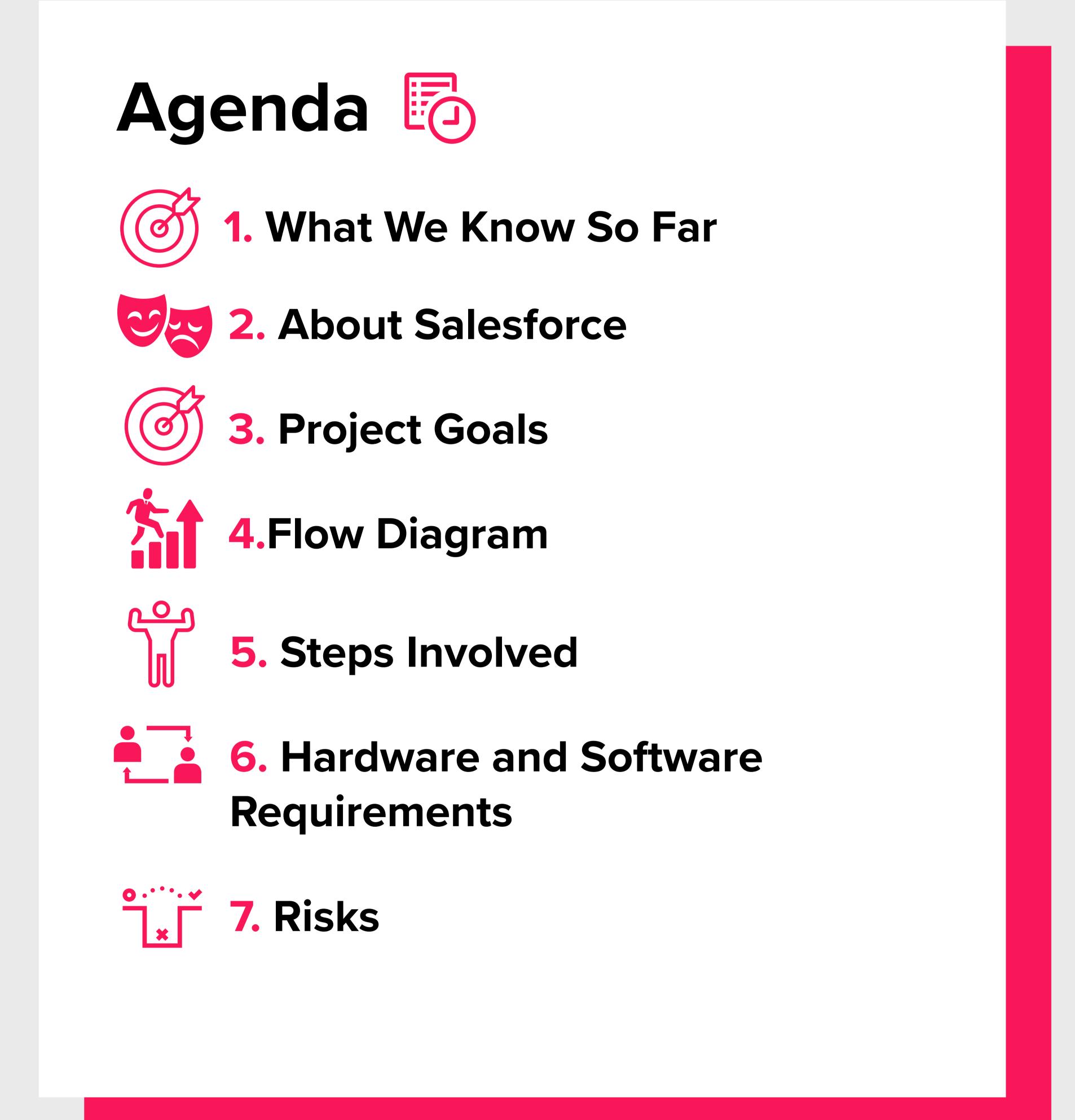




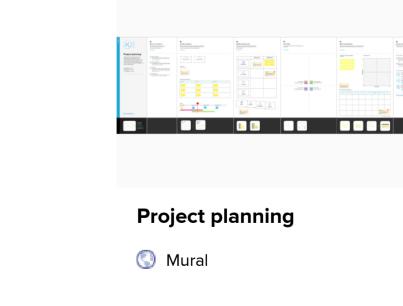


The project aim is to provide real-time knowledge for all the students who have basic knowledge of Salesforce and Looking for a realtime project. This project will also help those professionals who are in cross-technology and want to switch to Salesforce. With the help of this project theymwill gain knowledge and can include it into their resume as well



### Before this meeting

Plan your project in full before this meeting with the Project Planning Template.



What We Know So Far

Implementing CRM for Result tracking Salesforce is your customer success of a candidate with internal marks.

Implementing the Student Internal Result Tracking Using CRM

### Background Information

platform, designed to help you sell, service, market, analyze, and connect with your customers. Salesforce has everything you need to run your business from anywhere.

# Helpful Links Double click to open 🔆

htttps://login.salesforce.com

### Key Players **Project Devolper** Project Leader Department Department Project Implementor Project Executor Madhumathii

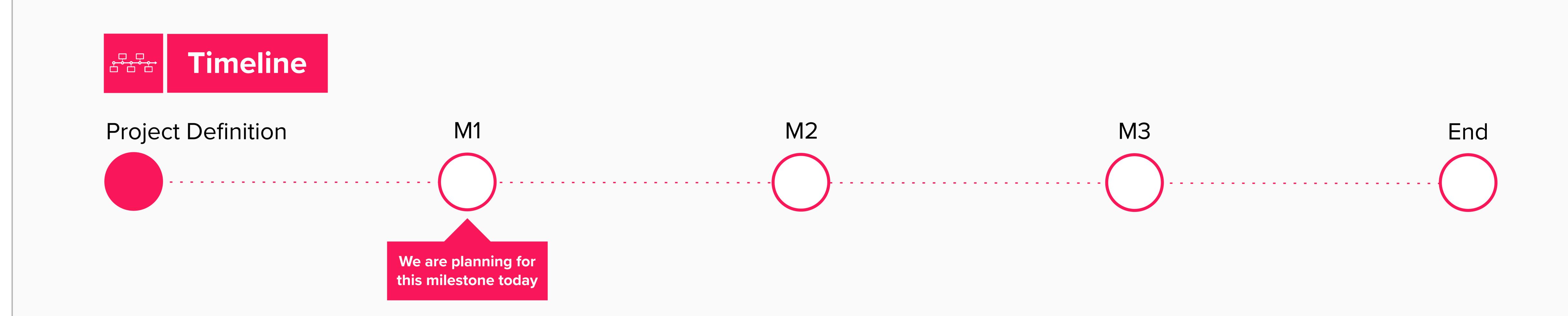
- •Improve the buyer's journey.
- •Improve operational efficiency.

Increase customer retention.

- Lower your customer acquisition cost.
- •Generate more sales.

# Success Measures

Project process measures look at how well the plans are executed. Project output measures include goal and schedule variables, while outcome measures include scope, and schedule and safety performance



### About Salesforce

Salesforce is the customer company. We make cloud-based software designed to help businesses connect to their customers in a whole new way, so they can find more prospects, close more deals, and wow customers with amazing service.

Customer 360, our complete suite of products, unites your sales, service, marketing, commerce, and IT teams with a single, shared view of customer information, so that your company can become a customer company, too.

# 3 Activity Involved

There Are Several Number of Activities:

1.Creating Developer Account

2.Creating Custom objects

3.Creating Fields and Relationship

4,Lightning App

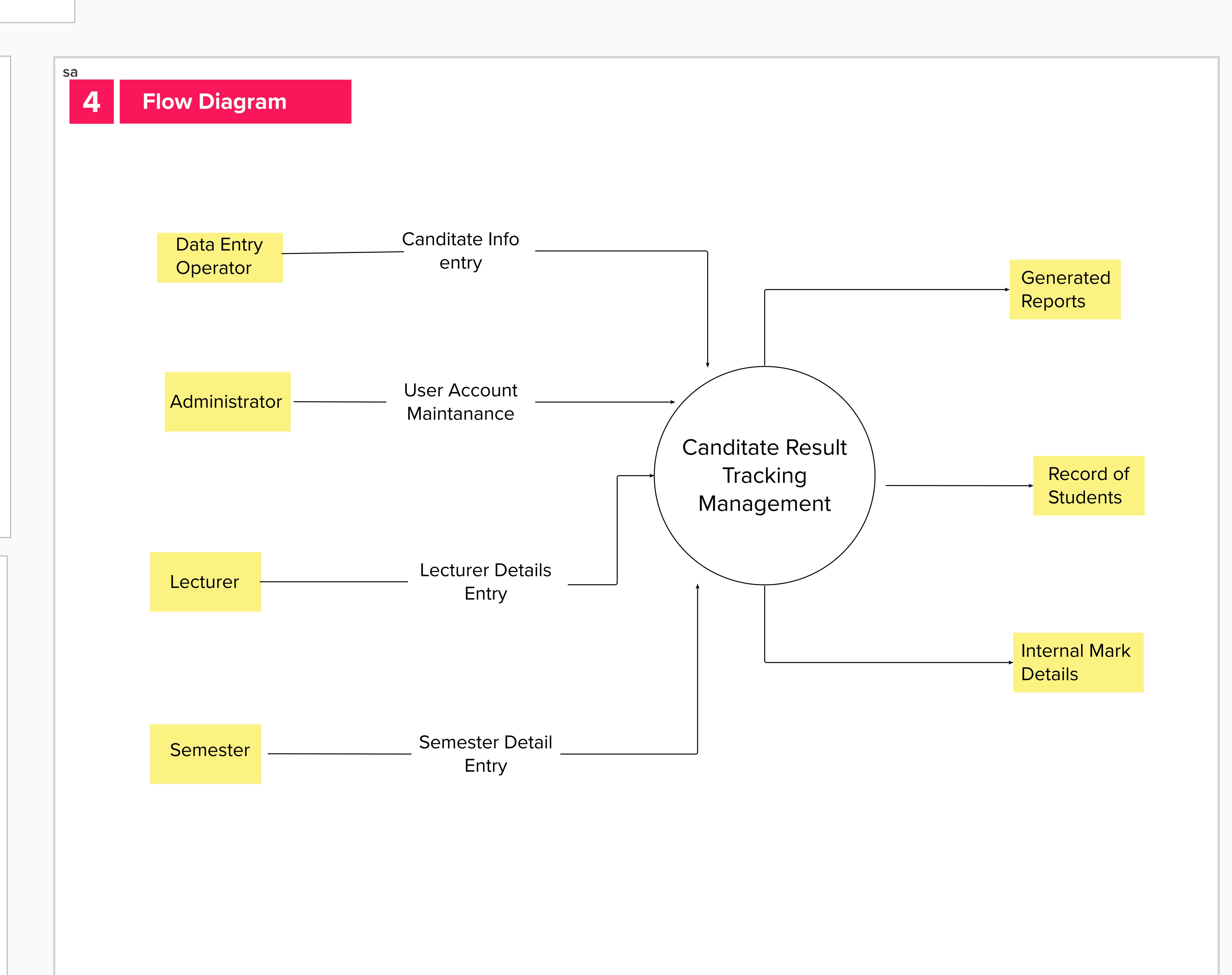
5.Create the Candidate Internal Result Card

6.Generate Reports

7.Create a Dashboard

# Steps Involved in this Project

- 1. Define your requirements: Determine the key features you need in your CRM system to track the results of a candidate with internal marks. This could include data on the candidate's performance, attendance, and any other relevant information.
- 2. Choose a CRM system: Select a CRM system that meets your requirements. There are many CRM software options available in the market that can be customized to suit your specific needs.
- 3. Customize your CRM: Customize the CRM system to capture the required data on the candidate's performance. This may involve creating custom fields, setting up workflows, and defining reporting requirements.
- 4. Set up user accounts: Create user accounts for staff members who will be responsible for entering and accessing the data. You may also need to provide training on how to use the CRM system.
- 5. Integrate with other systems: If you have other systems that contain data relevant to the candidate's performance, you may need to integrate your CRM system with those



Hardware and Software



