

Crm Application For Wholesale Rice Mill

Overview

The Rice Mill CRM Application is a comprehensive solution designed to streamline and simplify how much rice per day, how many were sold that rice and which type of rice all reports send to owners daily wise. It leverages the power of customer relationship management (CRM) to enhance customer experiences, optimize store operations, and improve overall efficiency in the rice mill factory. This project aims to develop a user-friendly and feature-rich application that addresses the specific needs of a rice mill factory.

Features And Functionality

Reporting and Dashboards Daily Sales and Production Reports:

Generates detailed reports on how much rice is produced & sold each day.

Revenue Reports: Provides insights into daily revenue generated.

Customer Analytics: Tracks popular rice types and most frequent buyers.

Resource Allocation: Helps owners understand data for better resource allocation and future planning.

Rollup Summary Field

Purpose: Summarizes data from a child object to a parent object that shares a master-detail relationship. Functions: Can use COUNT, SUM, MIN, and MAX functions.

Cross-Object Formula Field

Purpose: References fields from another object in Salesforce. Function: Calculates the total amount payable by multiplying the number of rice units taken by the price per kg.

Validation Rules

Purpose: Ensures data integrity by validating user inputs. Is Blank Formula: Verifies if a field is blank and displays an error message if the rule returns a value of "True".

Permission Sets

Organization Wide Defaults (OWD): Defines the baseline level of access for the most restricted user. Roles and Access:

- o Owner: Can view records of employers and workers.
- o Employer: Can view records of workers.

Milestone 1 - Salesforce

Introduction

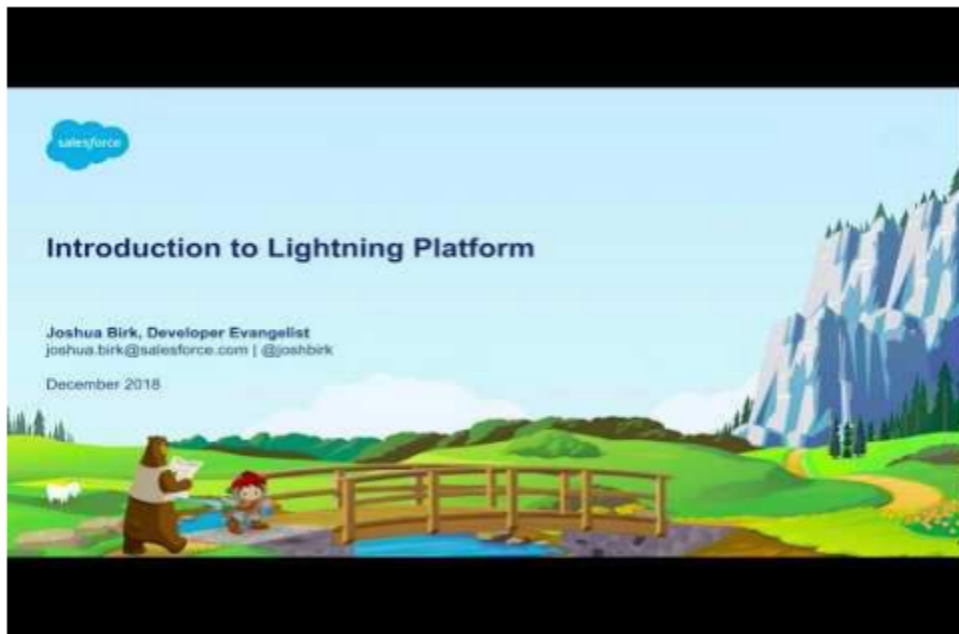
Are you new to Salesforce? Not sure exactly what it is, or how to use it? Don't know where you should start on your learning journey? If you've answered yes to any of these questions, then you're in the right place. This module is for you.

Welcome to Salesforce! Salesforce is game-changing technology, with a host of productivity-boosting features, that will help you sell smarter and faster. As you work toward your badge for this module, we'll take you through these features and answer the question, "What is Salesforce, anyway?".

What Is Salesforce?

Salesforce is your customer success 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. Using standard products and features, you can manage relationships with prospects and customers, collaborate and engage with employees and partners, and store your data securely in the cloud.

So what does that really mean? Well, before Salesforce, your contacts, emails, follow-up tasks, and prospective deals might have been organized something like this:



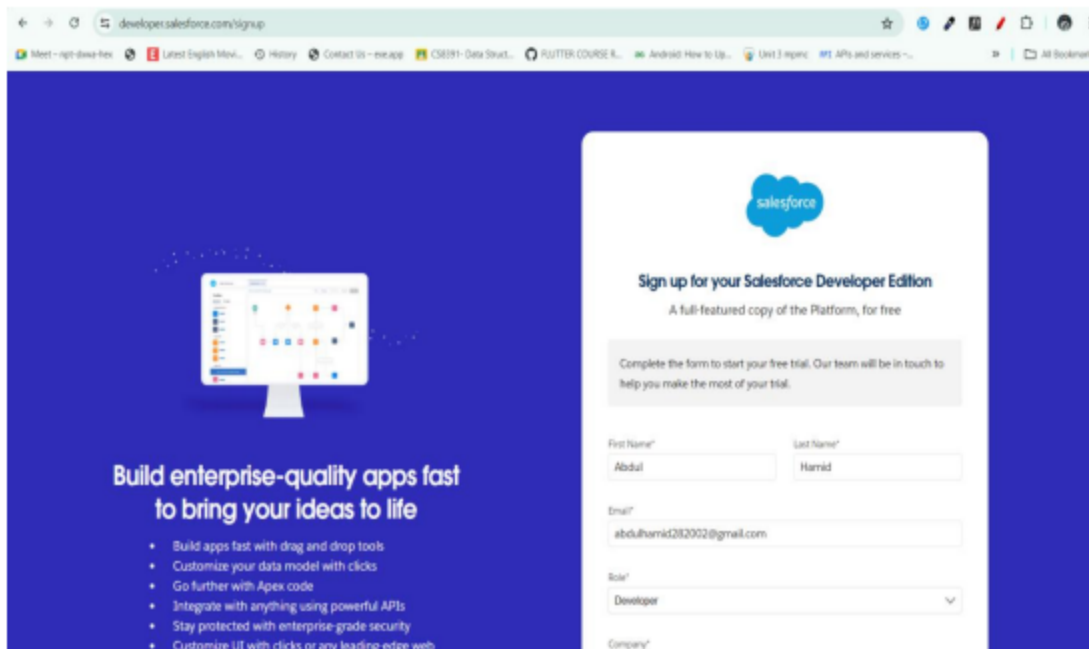
(Click the image to watch the video)

Activity 1: Creating A Developer Account

To start using Salesforce, the first step is to create a developer org. Follow the steps below to create your Salesforce Developer Account: Go to the Signup Page Navigate to the Salesforce Developer Signup page: Salesforce Developer Signup Fill Out the Signup Form First Name : Mani Last Name : Palavalli Email : manipalavelli@gmail.com Role : Developer Company : Guru Nanak Institute of Technology Country : India Postal Code : 600073 Username : mani@company.com Submit the Form After filling in the details, click on the "Sign me up" button.

You have successfully created a Salesforce Developer Account. You will receive a confirmation email with further

instructions to complete the setup.



Activity 2: Account Activation

After creating your Salesforce Developer Account, you need to activate it. Follow these steps to activate your account: Check Your Email Go to the inbox of the email address you used while signing up. The verification email may take 5-10 minutes to arrive.

Verify Your Account

Open the email from Salesforce and click on the "Verify Account" link. On the verification page, create a password for your account. Answer a security question for account recovery. on "Change Password".

Activity 1: Create Supplier Object

To create a Supplier object in Salesforce, follow these steps: Navigate to Setup Page: Click on the gear icon. Click on Setup.

Create a Custom Object: From the setup page, click on Object Manager. Click on Create. Click on Custom Object.

Define the Custom Object: Enter the Label Name : Supplier. Enter the Plural Label Name : Suppliers. Enter the Record Name Label and Format: Record Name: Supplier Name Data Type: Text Set Additional Options: Click on Allow Reports. Click on Track Field History. Click on Allow Search.

Save the Custom Object: on Save.+

The singular and plural labels are used in lists, page layouts, and reports. Be careful when changing the name or label as it may affect existing integrations and merge templates.

Label: Example: Account

Plural Label: Example: Accounts

Starts with word 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

Custom Name:

Enter Record Name Label and Format

The Record Name appears in page layouts, key tabs, 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: Warning: If you plan to insert a high volume of records in this object, via the API for example, use the text data type.

Activity 2: Create Rice Mill Object

To create a Rice Mill object in Salesforce, follow these steps: Navigate to Setup Page: Click on the gear icon. Click on Setup.

Create a Custom Object: From the setup page, click on Object **Manager**. Click on **Create**. Click on Custom **Object**.

Define the Custom Object: Enter the Label **Name**: Rice Mill. Enter the Plural Label **Name**: Rice Mills. Enter the Record Name Label and Format: Record **Name**: Leave it blank. Data **Type**: Auto Number Display **Format**: rice-{000} Starting **Number**: 1 Set Additional Options: Click on Allow **Reports**. Click on Track Field **History**. Click on Allow **Search**.

Save the Custom Object: on **Save**.

SETUP > OBJECT MANAGER

rice mill

Details

Description:

API Name:

Custom: ☒

Singular Label:

Plural Label:

Enable Reports: ☒

Track Activities: ☒

Track Field History: ☒

Deployment Status:

Help Settings:

The screenshot shows the 'rice mill' object configuration page in Salesforce Setup. The left sidebar contains a navigation menu with options: 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, and Restriction Rules. The main content area is titled 'Be careful when changing the name or label as it may affect existing integrations and merge templates.' and includes the following fields:

- Label:** rice mill (Example: Account)
- Plural Label:** rice mills (Example: Accounts)
- Starts with word used:** ☐
- The Object Name is used when referencing the object via the API:** Object Name: rice_mill (Example: Account)
- Description:** (Empty text area)
- Context Sensitive Help Setting:**
 - ☒ Open the standard Salesforce.com Help & Training sidebar
 - ☐ Open a sidebar using a Visualforce page
- Context Name:** (Dropdown menu showing 'None' selected)
- Enter Record Name Label and Format:**
 - Record Name:** rice mill Name (Example: Account Name)
 - Data Type:** Auto Number (Warning: If you plan to insert a high volume of records in this object, via the API for example, use the Text data type.)
 - Display Format:** rice-0000 (Example: A-0000 What's This?)

Activity 3: Create Consumer Object

To create a Consumer object in Salesforce, follow the same steps as mentioned in Activity 2 for creating the Rice Mill object. Use the following details for the Consumer object: Navigate to Setup Page: Click on the gear icon. Click on Setup.

Create A Custom Object:

From the setup page, click on Object Manager. Click on Create. Click on Custom Object.

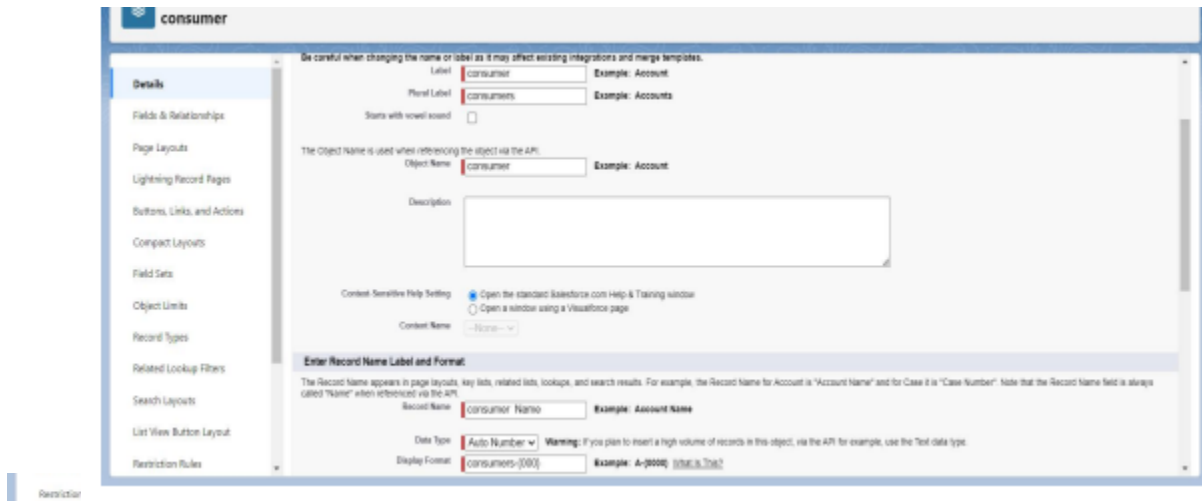
Define the Custom Object: Enter the Label Name: Consumer. Enter the Plural Label Name: Consumers. Enter the Record Name Label and Format: Record Name: Leave it blank. Data Type: Auto Number Display Format: consumers-{000} Starting Number: 1 Set Additional Options: Click on Allow Reports. Click on Track Field History. Click on Allow Search.

Save the Custom Object: on Save.

The screenshot shows the 'consumer' object configuration page in Salesforce Setup. The left sidebar contains a navigation menu with options: 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, and Restriction Rules. The main content area is titled 'Details' and includes the following fields:

- Description:** (Empty text area)
- API Name:** consumer__c
- Custom:** ☒
- Singular Label:** consumer
- Plural Label:** consumers

At the bottom right, there is a section for 'Additional Settings' with a 'Save' button.



Activity 4: Create Rice Details Object

To create a Rice Details object in Salesforce, follow these steps: Navigate to Setup Page: Click on the gear icon. Click on Setup.

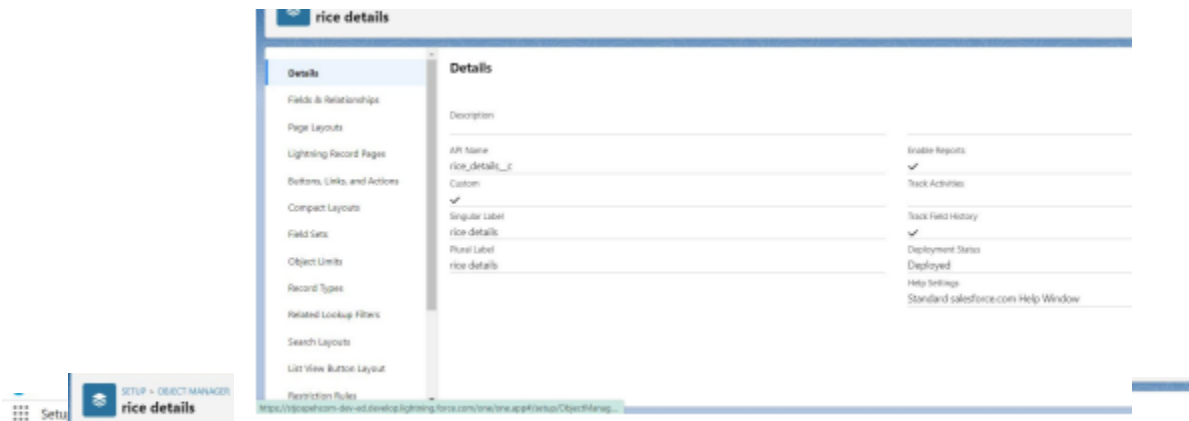
Create A Custom Object:

From the setup page, click on Object Manager. Click on Create. Click on Custom Object.

Define The Custom Object:

Enter the Label Name: Rice Details. Enter the Plural Label Name: Rice Details. Enter the Record Name Label and Format: Record Name: Leave it blank. Data Type: Auto Number Display Format: rice-{000} Starting Number: 1 Set Additional Options: Click on Allow Reports. Click on Track Field History. Click on Allow Search.

Save the Custom Object: on Save.



SCIT MANAGER

Milestone 3 - Tabs

What is a Tab? A tab is a user interface element used to build records for objects and view the records within those objects.

Activity 1: Creating A Custom Tab (Supplier)

To create a Tab for the Supplier object, follow these steps: Navigate to Setup Page: Go to the setup page. Type "Tabs" in the Quick Find bar. Click on Tabs.

Create a New Custom Object Tab: Click on New under the Custom Object Tabs section.

Select Object and Tab Style: Select the Supplier object. Choose the tab style. Click on Next.

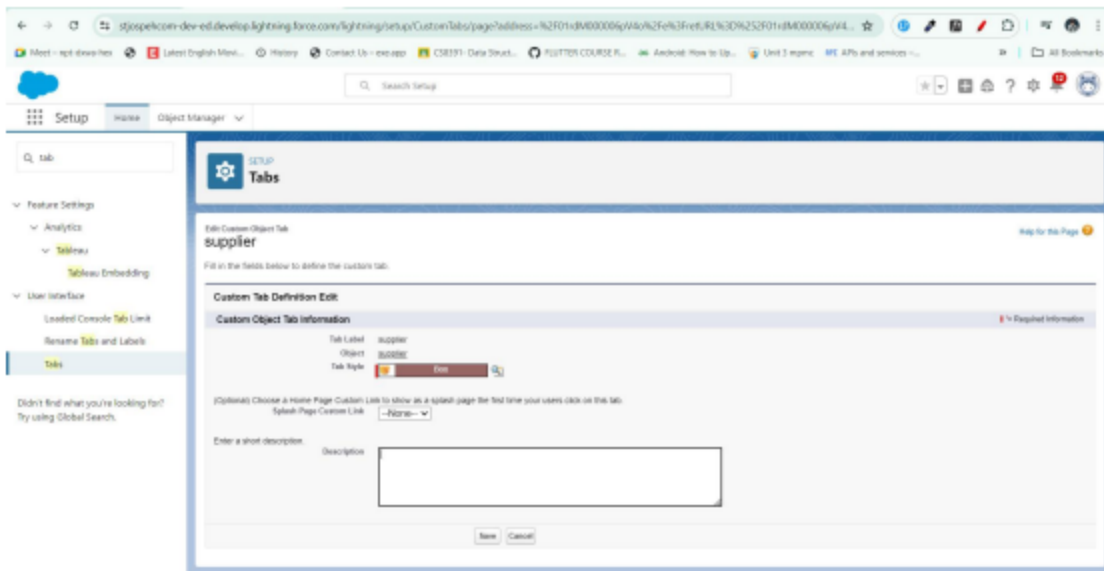
Add to Profiles Page: Keep it as default. on Next.

Custom Tabs: Custom object tabs are the user interface for custom applications that you build in salesforce.com. They look and behave like standard Salesforce tabs such as accounts, contacts, and opportunities.

Add to Custom App: Uncheck the Include Tab checkbox.

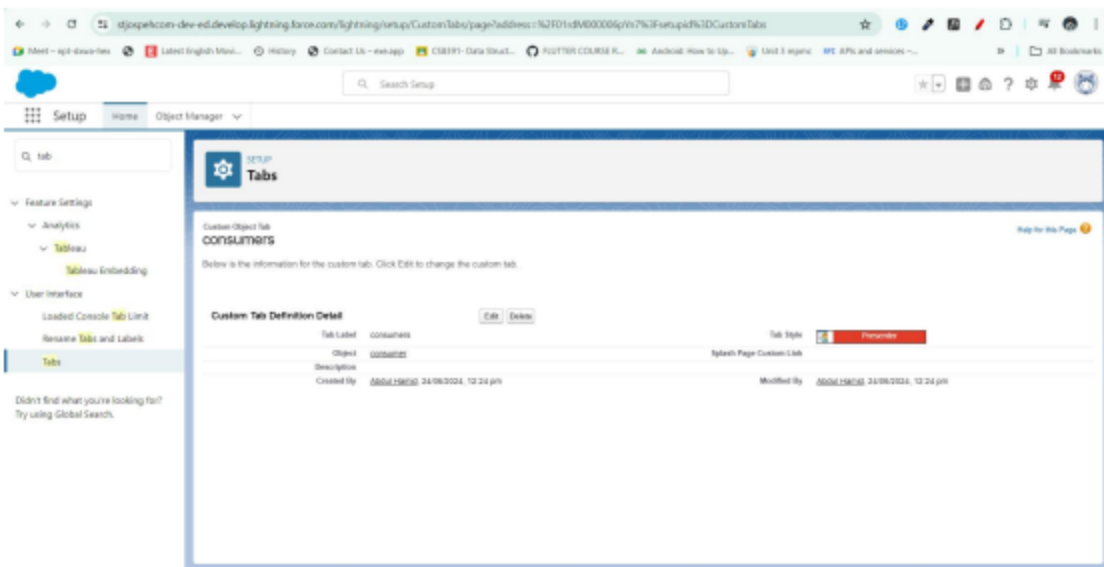
Append Tab to Users' Existing Personal Customizations: Ensure that the Append tab to users' existing personal customizations option is checked.

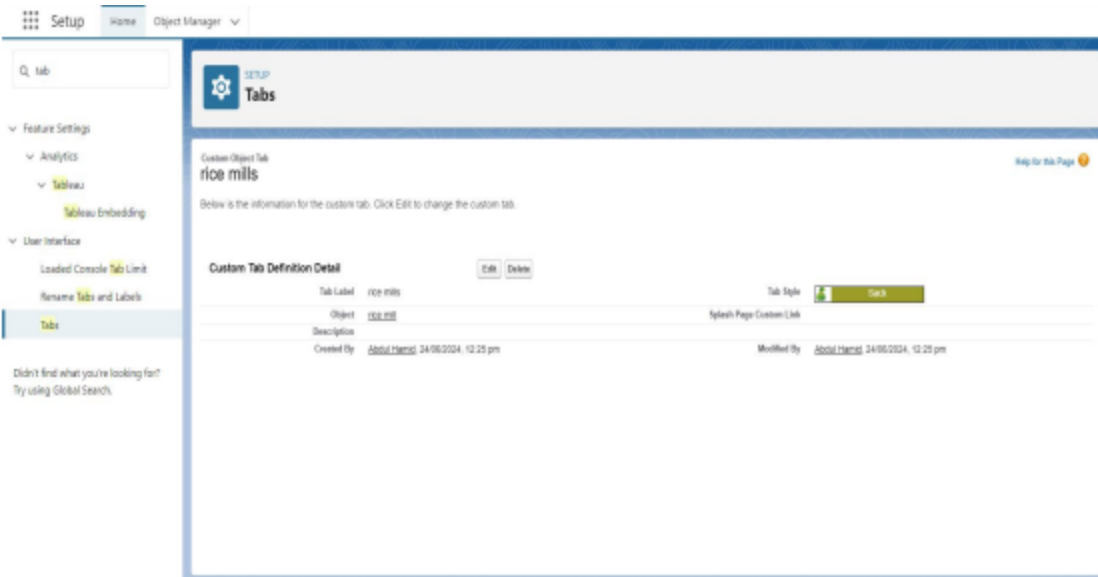
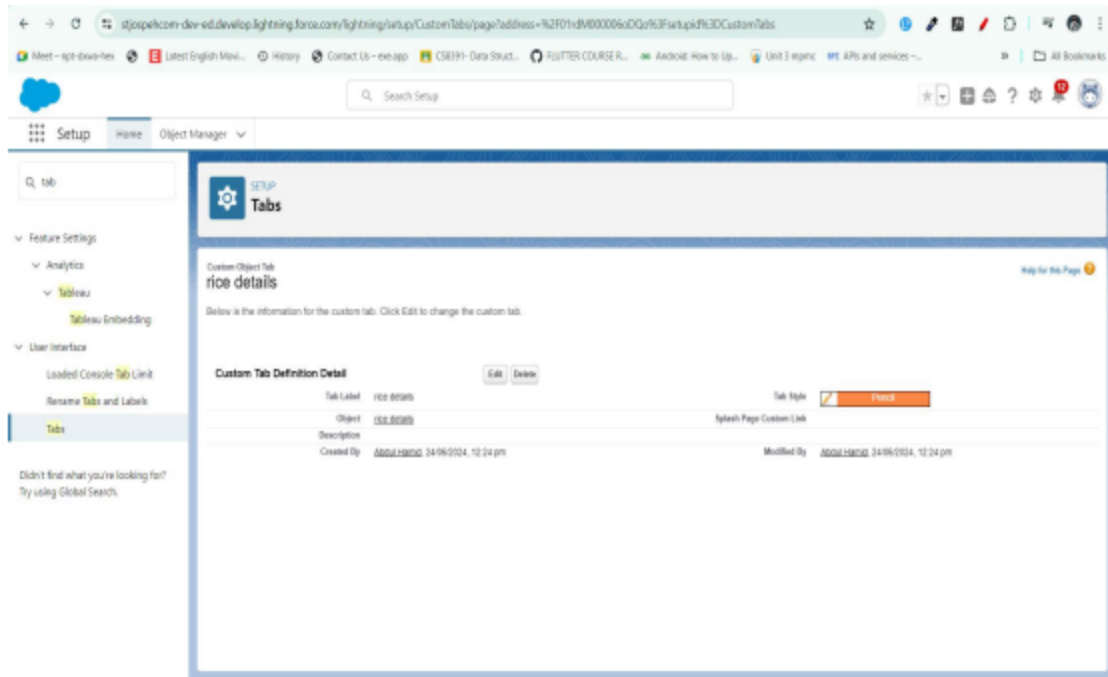
Save the Custom Tab: Click on Save.



Activity 2: Creating Remaining Tabs

To create tabs for the remaining objects (Rice Mill, Consumer, Rice Details), follow the same steps as mentioned in Activity 1.





Milestone 4 - The Lightning App

An app is a collection of items that work together to serve a particular function. In Lightning Experience, Lightning apps give your users access to sets of objects, tabs, and other items all in one convenient bundle in the navigation bar. Lightning apps let you brand your apps with a custom color and logo. You can even include a utility bar and Lightning page tabs in your Lightning app. Members of your organization can work more efficiently by easily switching

between apps.

Activity 1: Create A Lightning App

To create a Lightning app page, follow these steps: Navigate to App Manager: Go to the setup page. Search for "App Manager" in the Quick Find bar. Select "App Manager". Click on New Lightning App.

Fill in App Details: Enter the app name as MY RICE. Click Next.

App Options Page: Keep the settings as default. Click Next.

Utility Items Page: Keep the settings as default. Click Next.

Upload a Photo: Upload a photo that is related to your app.

Add Navigation Items: Select the items (Supplier, Rice Mill, Consumer, Rice Details) from the search bar. Move the selected items using the arrow button. Click Next.

Add User Profiles:

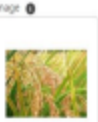
Search for profiles (System Administrator) in the search bar. on the arrow button to add the profile. Save & Finish.

Can access this app.

cription. Upload an image and choose the highlight color for its navigation bar.

App Branding

Image




Primary Color Has Value

#0073B2

Org Theme Options

☐ Use the app's image and color instead of the org's custom theme

App Launcher Preview



MY RICE

To monitor rice sales for owner

User

IT

r Profile

t User

Selected Profiles

System Administrator

Analytics Cloud Integration U

Analytics Cloud Security User

Authenticated Website

Authenticated Website

B2B Reordering Portal Buyer

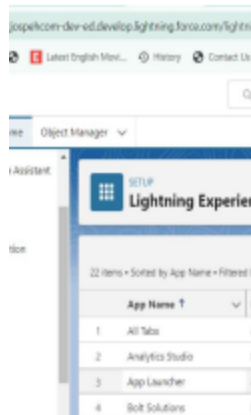
Contract Manager

Custom: Marketing Profile

Custom: Sales Profile

Custom: Support Profile

Customer Community Login



Milestone 5: Fields

When we talk about Salesforce, fields represent the data stored in the columns of a relational database. They can hold any valuable information that you require for a specific object. The overall searching, deletion, and editing of the records become simpler and quicker with fields.

Types Of Fields

1. Standard Fields 2. Custom Fields
- Standard Fields** As the name suggests, Standard Fields are the predefined fields in Salesforce that perform a standard task. The main point is that you can't simply delete a Standard Field unless it is a non-required standard field. Otherwise, users have the option to delete them freely at any point from the application. Some common fields you will find in every Salesforce application include: Created By Owner Last Modified Field Made During Object Creation

Custom Fields

On the other side of the coin, Custom Fields are highly flexible, and users can change them according to their requirements. Each organization or company can use them if necessary. It means you do not always need to include them in the records, unlike Standard Fields. Hence, the final decision depends on the user, who can add or remove Custom Fields as needed.

Activity 1: Creating The Number Field In Rice Details Object

To create a number field in the Rice Details object, follow these steps: Navigate to Object

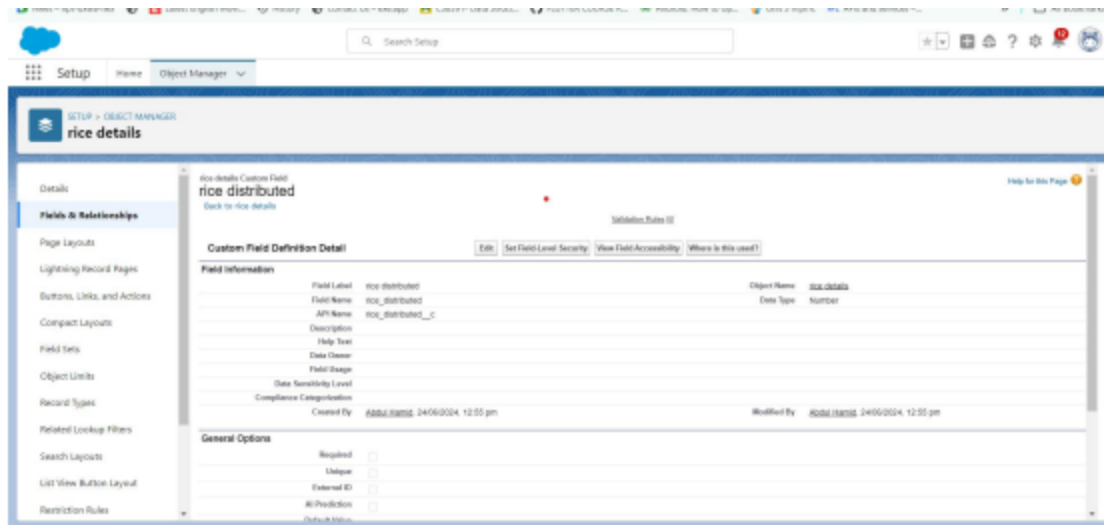
Manager: Go to the setup page. Click on Object Manager.

Edit the Rice Details Object: From the dropdown, click Edit for the Rice Details object.

Create a New Field: on Fields & Relationships. on New.

Select Data Type: Select Number as the data type. Click Next.

Define Field Properties: Enter the Field Label as Rice Distributed. Set the length to 5.



Activity 2: Creating Junction Object

A Junction Object is a custom object that serves as a bridge between two related objects in a many-to-many relationship. It allows you to create a relationship between records of two different objects by creating a many-to-many relationship model.

Creating Junction Object: Rice Details with Supplier & Rice Mill To create a Junction Object:

Navigate to Object Manager: Go to the setup page. Click on Object Manager. From the dropdown, click Edit for the Rice Details object.

Create a New Field: on Fields & Relationships. on New.

Select Data Type: Select Master-Detail Relationship as the data type. Click Next.

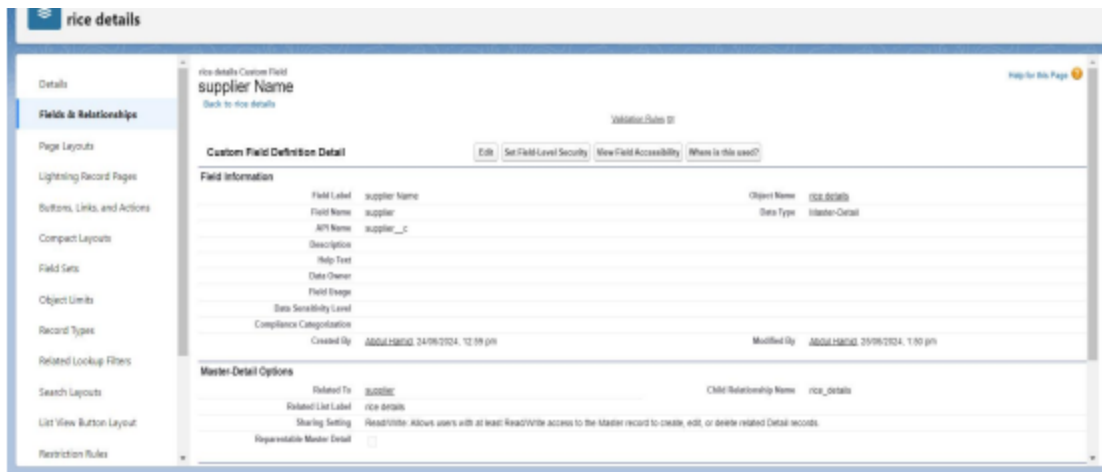
Relate to Supplier Object: Select the related object Supplier. Click Next.

Define Field Properties:

Give the Field Label as Supplier Name. Click Next. Click Next again. Click Save & New.

Repeat Steps for Rice Mill Object: Follow the same steps from 1 to 3. Select the related object Rice Mill. Click Next.

Define Field Properties for Rice Mill: Give the Field Label as Rice Mill 1 (one). Next. Next again. Save.



The screenshot shows the 'rice details' custom field configuration page. The left sidebar contains a navigation menu with options like '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', and 'Restriction Rules'. The main content area is titled 'rice details Custom Field supplier Name'. It includes a 'Validation Rules' link and a 'Custom Field Definition Detail' section with tabs for 'Edit', 'Set Field-Level Security', 'View Field Accessibility', and 'Where is this used?'. The 'Field Information' section displays the following details:

Field Label	Field Name	API Name	Description	Help Text	Data Owner	Field Usage	Data Sensitivity Level	Compliance Categorization	Created By	Created On	Modified By	Modified On
supplier Name	supplier	supplier__c							ADMINISTRATOR	24/06/2024, 12:59 PM	ADMINISTRATOR	25/06/2024, 1:50 PM

The 'Master-Detail Options' section shows the relationship to the 'rice_details' object. The 'Related To' field is set to 'rice_details'. The 'Child Relationship Name' is 'rice_details'. The 'Sharing Setting' is 'Read/Write: Allows users with at least Read/Write access to the Master record to create, edit, or delete related Detail records'. The 'Dependent Master Detail' checkbox is unchecked.

Activity 3: Creating A Master-Detail

Relationship

A master-detail relationship is a type of relationship between two objects where the master object controls certain behaviors and settings of the detail object. Here are a few use cases that demonstrate the use of master-detail relationships.

Creating Master-Detail Relationship between Consumer & Rice Mill Object To create a Master-Detail relationship: Navigate to Object Manager: Go to the setup page. Click on Object Manager. From the dropdown, click Edit for the Consumer object.

Create A New Field:

Click on Fields & Relationships. Click on New.

Select Data Type: Select Master-Detail Relationship as the data type. Click Next.

Relate to Rice Mill Object: Select the related object Rice Mill. Next.

click Next. , Click Next again. Click Save.

The screenshot shows the SAP Object Manager interface for defining a custom field. The breadcrumb trail is 'Setup > OBJECT MANAGER > consumer'. The left sidebar contains a menu with 'Fields & Relationships' selected. The main area is titled 'consumer Custom Field' and 'rice mill name'. It includes a 'Validation Rules (0)' button and a 'Custom Field Definition Detail' section with tabs for 'Edit', 'Set Field-Level Security', 'View Field Accessibility', and 'Where is this used?'. The 'Field Information' table lists the field's properties: Field Label (rice mill name), Field Name (rice_mil_name), API Name (rice_mil_name__c), Description, Help Text, Date Owner, Field Usage, Data Sensitivity Level, and Compliance Categorization. The 'Created By' and 'Modified By' fields show the user 'jacob.singh' and the date '24/09/2024, 1:05 pm'. The 'Master-Detail Options' section shows the field is 'Related To' 'rice_mil' and 'Child Relationship Name' is 'consumers'. A note at the bottom states: 'Readwrite: Allows users with at least Readwrite access to the Master record to create, edit, or delete related Detail records.'

Activity 4: Creating The Roll-Up Summary

A roll-up summary field is a field that summarizes data from a child object to a parent object that shares a master- detail relationship. Roll-up summary fields can use the COUNT, SUM, MIN, and MAX functions. For example, you could use a roll-up summary field to display the total value (amount of rice supplied) from rice details on a related supplier. Creating the Roll-up Summary Field on Supplier & Rice Mill Objects To create a Roll-up Summary field: Navigate to Object Manager: Go to the setup page. Click on Object Manager. Type the object name Supplier in the search bar. Click on the object.

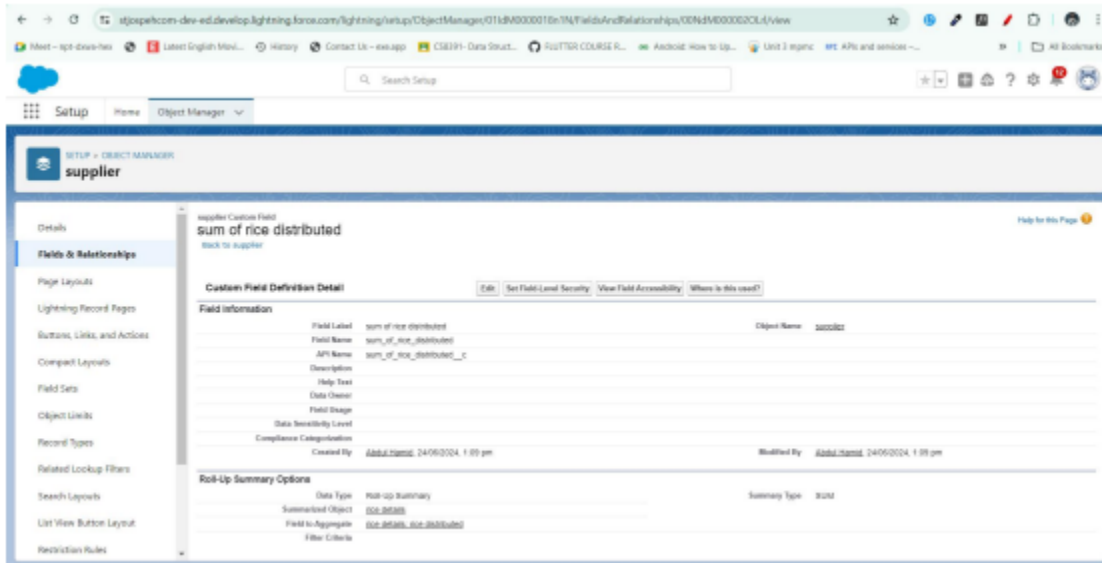
Create A New Field:

Click on Fields & Relationships. Click on New.

Select Data Type: Select the data type as Roll-up Summary. Next.

Define Field Properties for Supplier: Give the Field Label as Sum of Rice Distributed. The Field Name will be auto-generated. Click Next.

Configure Roll-up Summary for Supplier: Select the summarized object as Rice Details. Select the roll-up type as SUM. Select the field to aggregate as Rice Distributed. Click Next. , Click Next again. Click Save.



Repeat Steps For Rice Mill Object:

Follow the same steps from 1 to 3 for the Rice Mill object. Give the Field Label as Rice Distributed to Shops. The Field Name will be auto-generated. Click Next.

Configure Roll-up Summary for Rice Mill: Select the summarized object as Rice Details. Select the roll-up type as SUM. Select the field to aggregate as Rice Distributed. Next. , Next again. Save.

Additional Steps for Consumer Object

Create The Field:

Create the field Rice Taken by Shops in Kgs using the number datatype in the Consumer object.

Repeat Steps for Rice Mill Object: Follow the same steps from 1 to 3 for the Rice Mill object. Give the Field Label as Rice Taken. The Field Name will be auto-generated. Click Next.

Configure Roll-up Summary for Rice Mill (Consumer): Select the summarized object as Consumer. Select the roll-up type as SUM. Select the field to aggregate as Rice Taken in Shops. Next . Next again. Save.

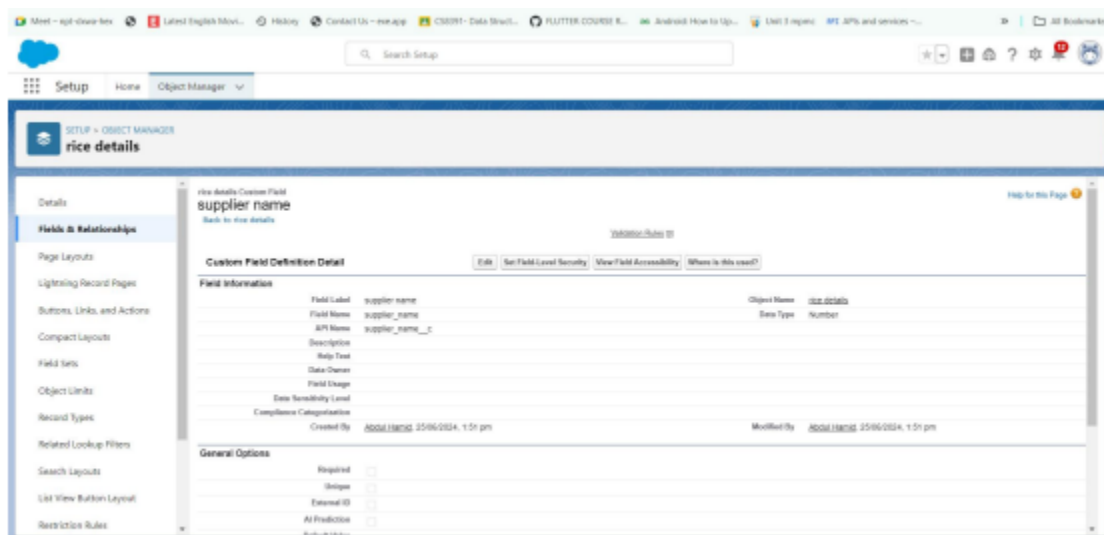
Activity 5: Creating Fields In Objects

Creating the number field in the Rice Details object. Navigate to Setup: Go to the setup page. Click on "Object Manager" from the top navigation menu.

Edit Rice Details Object: In Object Manager, find and select "Rice Details" from the list of objects. Click on "Fields & Relationships." Create New Field: Click on the "New" button to create a new field.

Select Data Type: Choose "Number" as the data type for the field. Click "Next." Define Field Properties: Enter "Supplier Name" as the Field Label. Set the length to "5" (assuming this refers to the precision or size of the number). Field Name will be automatically populated based on the label.

Proceed with Creation: "Next" to proceed through any additional screens. Review the field details and click "Save" to create the new field.



Activity 6: Creating Fields In Rice Mill Objects

Navigate to Setup: Go to the setup page. Click on "Object Manager" from the top navigation menu.

Edit Rice Mills Object: In Object Manager, find and select "Rice Mills" from the list of objects. Click on "Fields & Relationships." Create New Field: Click on the "New" button to create a new

field.

Select Data Type:

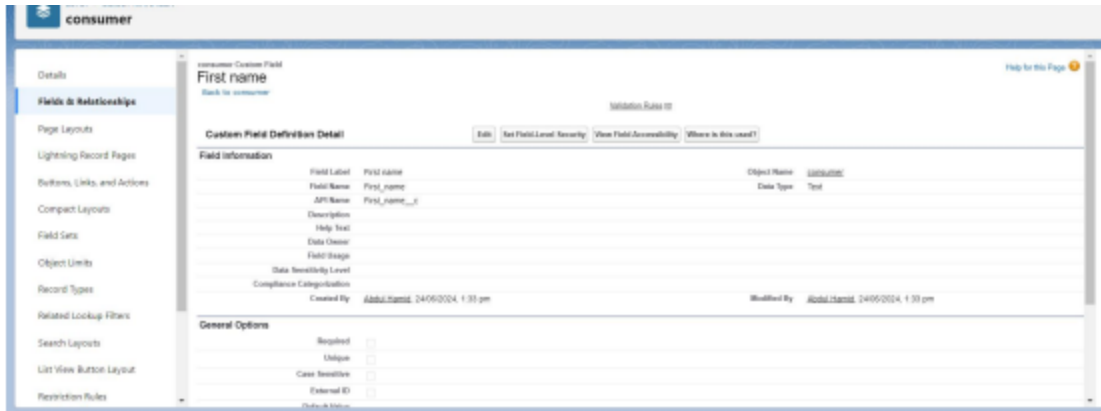
Choose "Number" as the data type for the field. "Next." Given the Field Label as "Rice Price/kg" and length as "5".

The screenshot shows the Salesforce Setup page for a custom field named 'rice price/kg'. The page is titled 'rice mill Custom Field' and 'rice price/kg'. The left sidebar contains a navigation menu with options: 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, and Restriction Rules. The main content area is titled 'Custom Field Definition Detail' and includes a 'Field Information' section with the following details: Field Label: rice price/kg, Field Name: rice_price_kg, API Name: rice_price_kg__c, Object Name: rice_mill, Data Type: Number, Description, Help Text, Data Owner, Field Usage, Data Sensitivity Level, and Compliance Categorization. Below this is a 'General Options' section with checkboxes for Required, Unique, External ID, and API Prediction. The page also shows 'Created By' and 'Modified By' information.

Activity 7: Creating Fields In Consumer Objects

Navigate to Setup: Go to the setup page. Click on "Object Manager" from the top navigation menu.

Edit Consumer Object: In Object Manager, find and select "Consumer" from the list of objects. Click on "Fields & Relationships." Create New Field For First Name:



Create New Field For Last Name:

Name : : of / of Email : manipalavelli@gmail.com

Create New Field For Email :

Create New Field For Rice Taken By Shops:

Create New Field For Rice Type:

Name : : of / of Email : manipalavelli@gmail.com

Create New Field For Phone Number:

Create New Field For Mode Of Payment:

Activity 8: Creating Cross Object Formula Field In Consumer Object

A cross-object formula field is a formula field that references fields from another object in Salesforce. This type of formula allows users to calculate and display data from multiple objects on a single record.

Go to setup → click on Object Manager → type object name (consumer) in the search bar Click on Fields &

The screenshot shows the 'Amount Paid' field definition in Salesforce. The left sidebar contains navigation links: 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, and Restrictions Rules. The main content area is titled 'Amount Paid' with a 'Back to consumer' link. It includes tabs for 'Edit', 'Set Field-Level Security', 'View Field Accessibility', and 'Where is this used?'. The 'Field Information' section shows: Field Label (Amount Paid), Field Name (Amount_Paid), API Name (Amount_Paid__c), Description, Help Text, Data Owner, Field Usage, Date Sensitivity Level, and Compliance Categorization. The 'Formula Options' section shows: Data Type (Formula), Decimal Places (2), and the formula: `rice_taken_by_shops__c * rice_mill_name__r.rice_price_kg__c`. The field was created by Abdul Hameed on 24/05/2024 at 1:50 pm and modified by the same user at the same time.

Relationships → click on New. Select Data type as "Formula" and click Next. Give Field Label and Field Name as "Amount Paid" and select formula return type as "Number" Formula : $\text{rice_taken_by_shops_c} * \text{rice_mill_name_r.rice_price_kg_c}$ Give Field Label and Field Name as "Amount Paid" and select formula return type as "Number" and Next. Go to setup → click on Object Manager → type object name (consumer) in the search bar on Fields & Relationships → click on New. Select Data type as "Formula", click Next. Give Field Label and Field Name as "Consumer Name" and select formula return type as "TEXT", click Next. Insert field formula should be: `First_Name__c + ' ' + Last_Name__c`, Check For syntax.

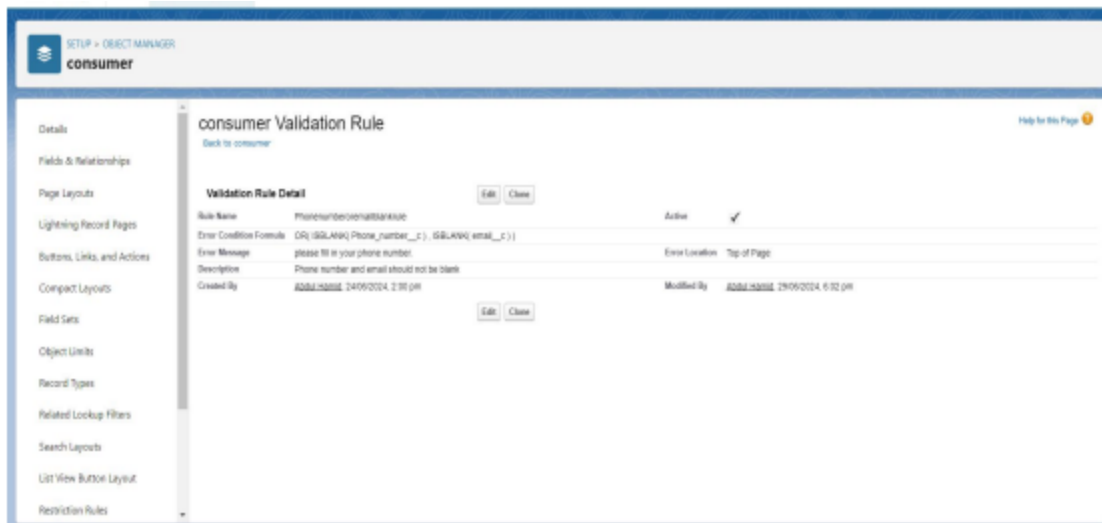
The screenshot shows the 'Consumer Name' field definition in Salesforce. The left sidebar is the same as the previous image. The main content area is titled 'Consumer Name' with a 'Back to consumer' link. It includes the same tabs for 'Edit', 'Set Field-Level Security', 'View Field Accessibility', and 'Where is this used?'. The 'Field Information' section shows: Field Label (Consumer Name), Field Name (Consumer_Name), API Name (Consumer_Name__c), Description, Help Text, Data Owner, Field Usage, Date Sensitivity Level, and Compliance Categorization. The 'Formula Options' section shows: Data Type (Formula) and the formula: `FIRST_NAME__c + ' ' + LAST_NAME__c`. The field was created by Abdul Hameed on 24/05/2024 at 1:58 pm and modified by the same user at the same time.

Activity 9: Creating The Validation Rule

Improve the quality of your data using validation rules. Validation rules verify that the data a user enters in a record meets the standards you specify before the user can save the record. A validation rule can contain a formula or expression that evaluates the data in one or more fields and returns a value of "True" or "False". Validation rules also include an error message to display to the user when the rule returns a value of "True" due to an invalid value.

Creating The Validation Rule For Phone Number Field In Consumer Object

Go to the setup page → click on Object Manager → from the dropdown click edit for the consumer object. on Validation Rules → click New. Enter the Rule Name as "Phonenumberoremailblankrule". Enter the Description as "Phone number and email should not be blank". Enter the formula as: `OR(ISBLANK(phone_number__c), ISBLANK(email__c))` . Check the syntax. Under the Error Message , Write "Please fill in your Phone Number". Save Validation rule .



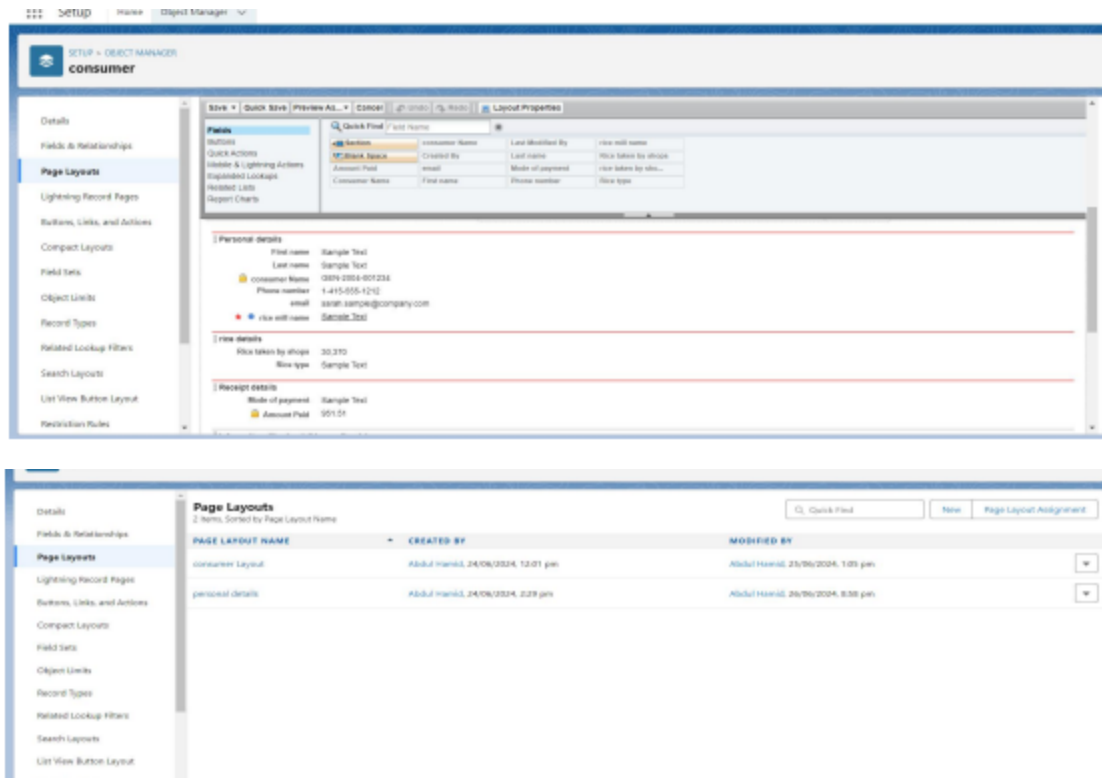
Milestone 6: Page Layouts

Page Layout in Salesforce allows us to customize the design and organize detail and edit pages of records in Salesforce. Page layouts can be used to control the appearance of fields, related lists, and custom links on standard and custom objects' detail and edit pages.

Activity 1: Creating The Page Layout

Go to Setup → Click on Object Manager → Search for the object (consumer) → From the dropdown select the object and click on it. Click on Page Layout → Click on New. Select the existing page layout, and give the page layout name as "consumer layout", and click Save. Drag and drop the section field to Consumer Details and create the section. Enter the section name as "Personal Details", → click Ok. Now drag the fields to this section that are mentioned: First

Name , Last Name , Consumer Name , etc. Follow the same process for another two sections as shown above. They are: Section: "Rice Details" Fields: Rice Taken by Shop, Rice Type Section: "Receipt Details" Fields: Mode of Payment, Amount Paid Save.



Milestone 7: Profiles

A profile is a group/collection of settings and permissions that define what a user can do in Salesforce. Profiles control object permissions, field permissions, user permissions, tab settings, app settings, Apex class access, Visualforce page access, page layouts, record types, login hours, and login IP ranges. You can define profiles by the user's job function. For example, System Administrator, Developer, Sales Representative.

Types of Profiles in Salesforce

1. Standard Profiles

By default, Salesforce provides the following standard profiles: Contract Manager Read Only
Marketing User Solutions Manager Standard User System Administrator

2. Custom Profiles

Custom profiles are defined by us. They can be deleted if there are no users assigned with that particular profile.

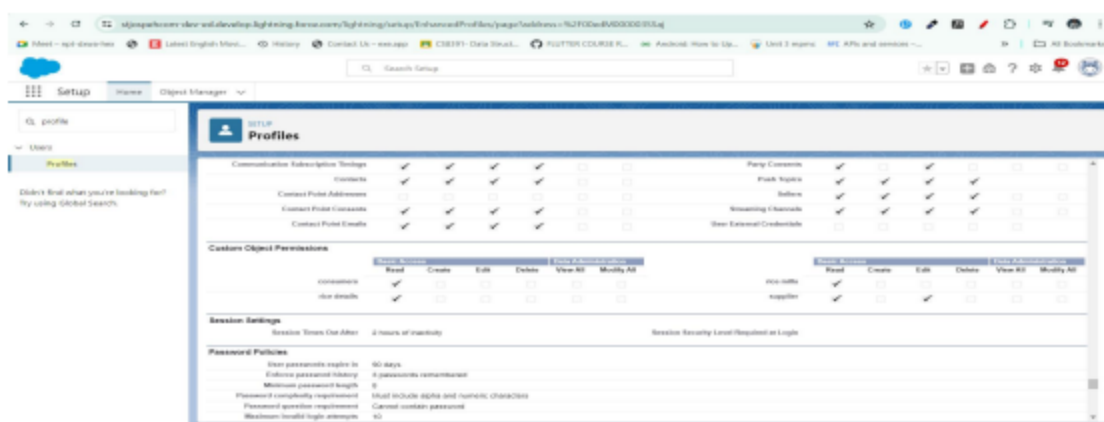
Activity 1: Owner Profile

To create a new profile: Go to Setup → type "Profiles" in the quick find box → click on Profiles → clone the desired profile

(Standard User) → enter profile name (Owner) → Save. Scroll down to Custom Object Permissions and give access permissions for consumers, rice details, rice mill, and suppliers objects as mentioned in the below diagram. Give access and save it.

Activity 2: Employer Profile

To create a new profile: Go to Setup → type "Profiles" in the quick find box → click on Profiles → clone the desired profile

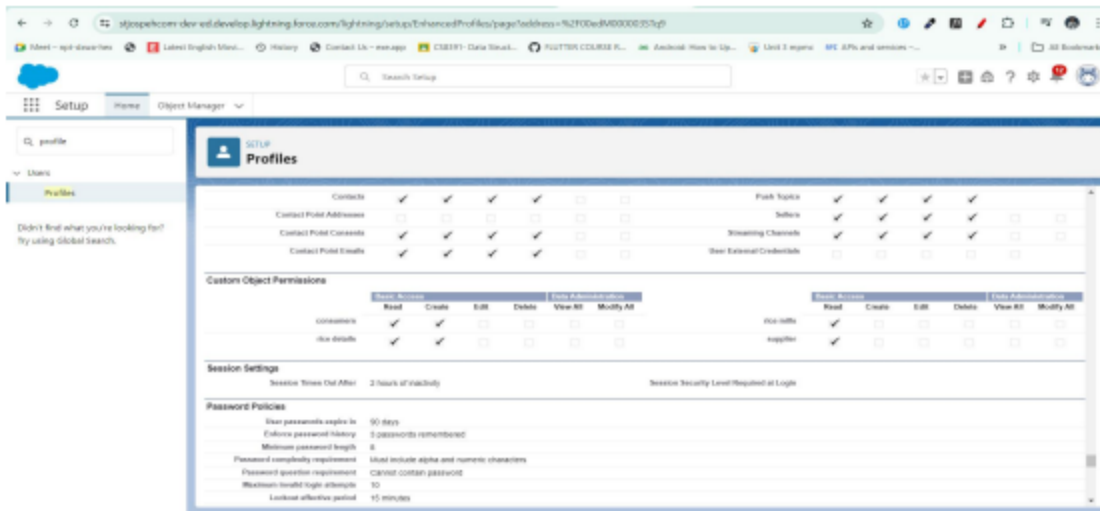


(Standard Platform User) → enter profile name (Employer) → Save. While still on the profile page, click Edit. Select the Custom App settings as default for the rice mill. Scroll down to Custom Object Permissions and give access permissions for consumer, rice details, rice mill, and suppliers objects as mentioned in the below diagram. Click Save.

Activity 3: Workers Profile To Create A New Profile:

Go to Setup → type "Profiles" in the quick find box → click on Profiles → clone the desired

profile



(Standard Platform User) → enter profile name (Workers) → Save. While still on the profile page, click Edit. Select the Custom App settings as default for the rice mill. Scroll down to Custom Object Permissions and give access permissions for consumer, rice details, rice mill, and suppliers objects as mentioned in the below diagram. Save.

Milestone 8: Role & Role Hierarchy

A role in Salesforce defines a user's visibility access at the record level. Roles may be used to specify the types of access that people in your Salesforce organization can have to data. Simply put, it describes what a user could see within the Salesforce organization.

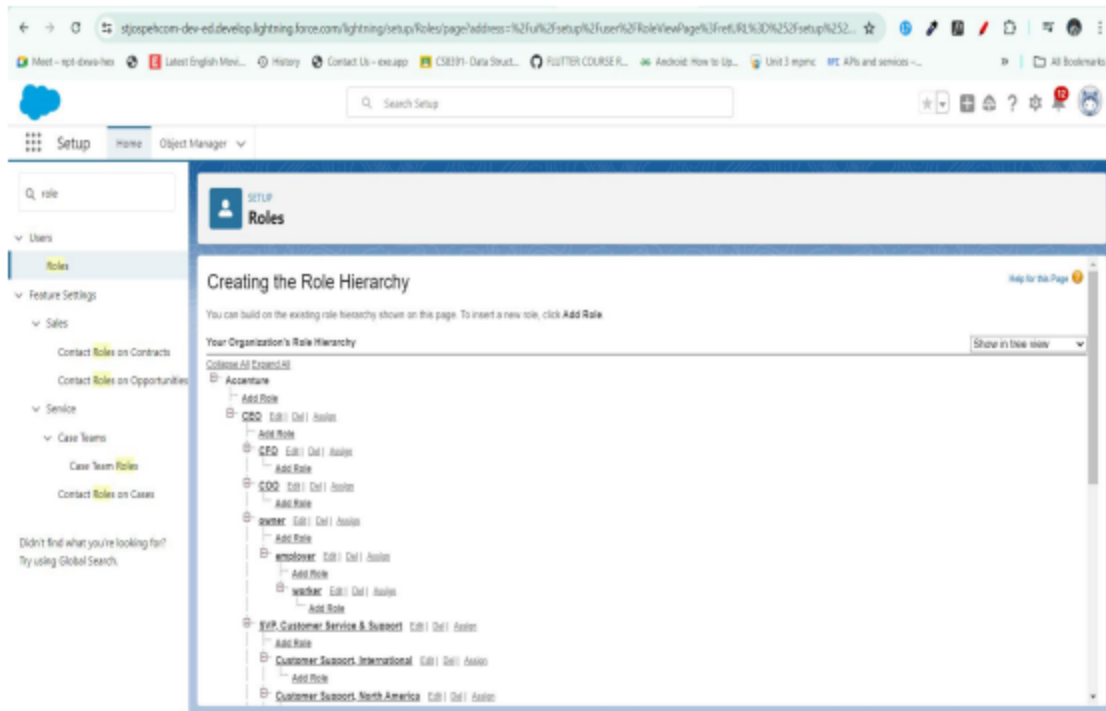
Activity 1: Creating Owner Role Creating Owner Role:

Go to Quick Find → search for Roles → click on Set Up Roles. Click on Expand All and click on Add Role under whom this role works. Give Label as "Owner" and Role Name gets auto-populated. Then click on Save. Click and save it.

Activity 2: Creating Employer Roles

Creating Another Two Roles Under Manager: Go to Quick Find → search for Roles → click on Set Up Roles. the plus on CEO role, and click Add Role under Owner. Give Label as "Employer" and Role Name gets auto-populated. Then click on Save. Repeat the same steps for another role. the plus on CEO role, and click the plus on Owner, and click Add Role under Employer. Give Label as

"Worker" and Role Name gets auto-populated. Then click on Save.



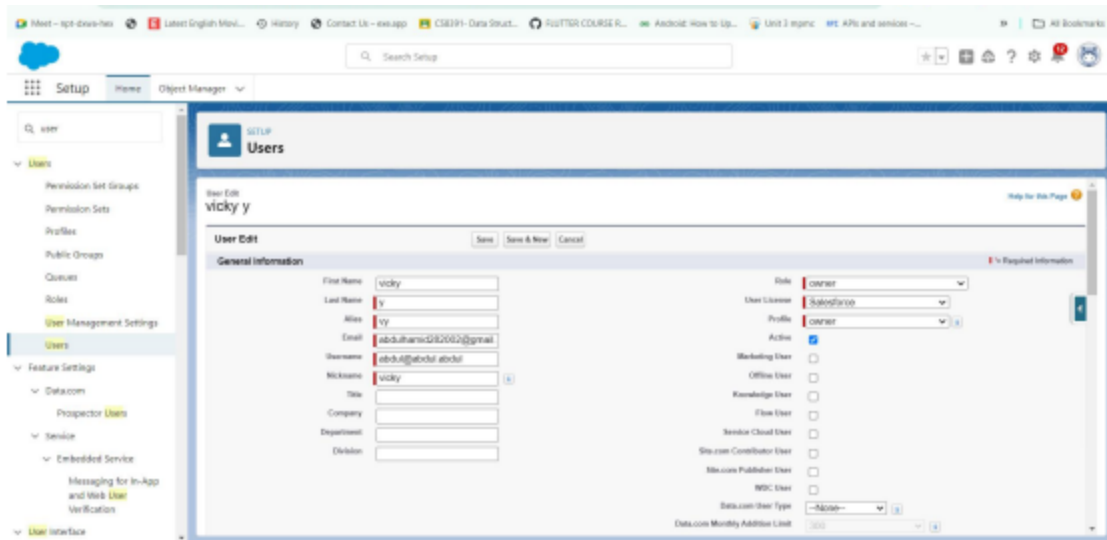
Milestone 9: Users

A user is anyone who logs in to Salesforce. Users are employees at your company, such as sales reps, managers, and IT specialists, who need access to the company's records. Every user in Salesforce has a user account. The user account identifies the user, and the user account settings determine what features and records the user can access.

Activity 1: Create User

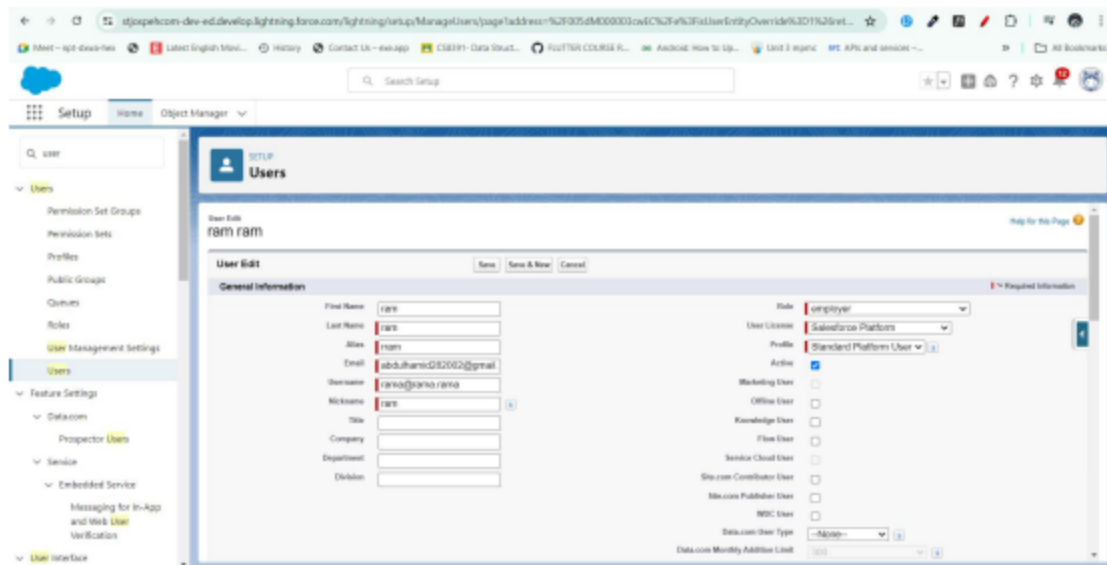
Go to Setup → type "Users" in the quick find box → select Users → click New User. Fill in the fields: First Name: Vicky

Last Name: Y Alias: Vy Email ID: mani282002@gmail.com Username: [abdm mani#mani#](#)
 Nickname: Vicky Role: Owner User License: Salesforce Profile: Owner Save it.



Activity 2: Creating Another Users

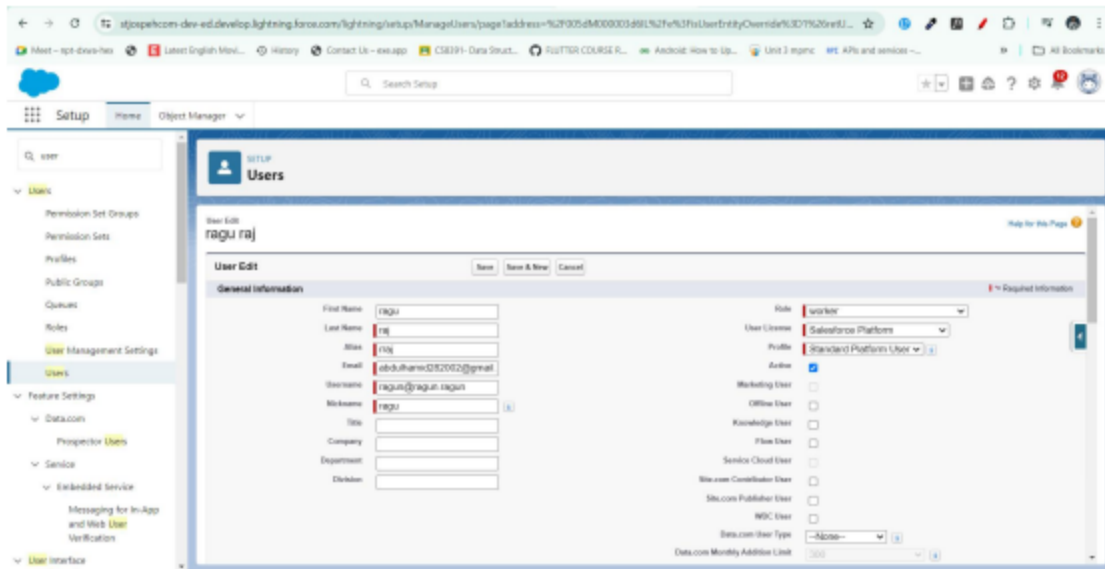
Go to Setup → type "Users" in the quick find box → select Users → click New User. Fill in the fields: First Name: ram Last Name: ram Alias: rram Email ID: mani282002@gmail.com Username: rama@rama.rama Name : : of / of Email : mani98752@gmail.com Company : guru nank Nickname: ram



Role: Employer User License: Salesforce Platform Profile: Standard Platform User Save it.

Go to Setup → type "Users" in the quick find box → select Users → click New User. Fill in the

fields: First Name: ragu



Last Name: raj Alias: rraj Email ID: maniid2675@gmail.com Username: [mani\\$mani*mani](#)
Nickname: ragu Role: Worker User License: Salesforce Platform Profile: Standard Platform User
Save it.

Milestone 10: Permission Sets

A permission set is a collection of settings and permissions that give users access to various tools and functions. Permission sets extend users' functional access without changing their profiles and are the recommended way to manage your users' permissions.

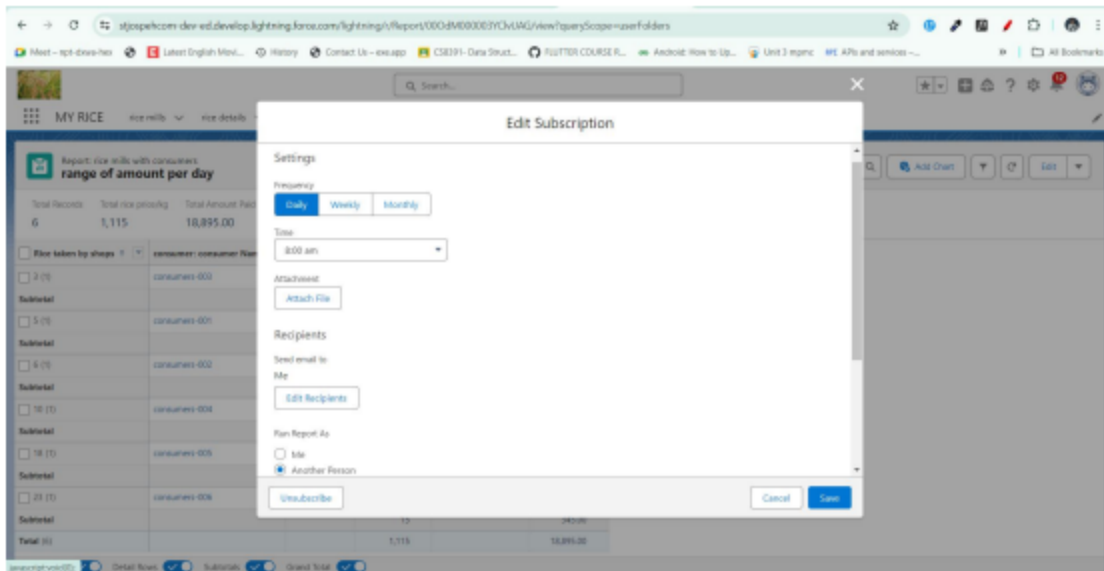
Activity 1: Creating Owd Setting

Go to Setup → type "Sharing Settings" in quick search → Click Edit. Scroll down, change the default internal access to "Public Read-Only" for Rice Mill and Supplier objects. Click Save.

Extra Information:

By setting the Organization-Wide Defaults (OWD) to "Public Read-Only," every profile has its own access according

you want



to send the email to. Click Save. Note: The owner gets a daily email notification of the Rice Mill report so that they can see all data remotely.

Activity 3: Create A Report Folder

Steps to Create a Report Folder: Click on the App Launcher and search for "Reports". Double-click on "Reports". The "Reports tab" will be auto-populated in the navigation bar. Click on the "Reports" tab, then click on New Folder. Give the Folder Label as "Estimated Rice per Day". The Folder Unique Name will be auto-populated. Click Save.

Moving a Report to the New Folder: Navigate to the App Launcher and click on Reports. All Reports. Select the "Range of Amount per Day" report from the dropdown menu. Move. Select the "Estimated Rice per Day" folder and click Select.

Overall Reports (Range Of Amount Per Day)

range of amount per day 18,895.00 500 1,500.00 500 1,500.00 500 2,500.00 3,500.00 5,500.00
Subtotal 600 150.00 ■=10 barry 15 Cach 15 150.00 门场比 e priot nic 600 Net banker 10,800.00
600 10,800.00 345-00 7 23 11 15 345-00 1,115 18,095.00

Milestone 12: Dashboards

Dashboards help you visually understand changing business conditions so you can make decisions based on the real-time data you've gathered with reports. Use dashboards to help users identify trends, sort out quantities, and measure the impact of their activities. Before building, reading, and sharing dashboards, review these dashboard basics.

Activity 1: Create Dashboard Folder

Steps to Create a Dashboard Folder: Click on the App Launcher and search for "Dashboard". Click on the Dashboard tab. Click New Folder. Give the Folder Label as "Amount Data Dashboard". Folder Unique Name will be auto-populated. Click Save.

Activity 2: Create Dashboard

Go to the App → click on the Dashboards tab. Give a Name and select the folder that was created, and click Create. Select Add Component. Select a Report and click Select.

First Component Details:

Display as: Vertical Bar Chart X-axis: Rice Taken by Shops Y-axis: Sum of Amount Y-axis Range: Automatic Sort by: Rice Taken by Shops Component Theme: Dark

Second Component Details:

Select Add Component with the same steps as above. Display as: Donut Chart



Sort by: Sum of Amount Title: Range of Amount per Day Component Theme: Dark