



Al Imam Mohammad Ibn Saud Islamic University
College of Computer and Information Sciences
Information Technology Department

Course Title:	Enterprise Systems
Course Code:	IT 413
Course Instructor:	Dr.Shakir khan T. Waad Almeshary
Course Project:	Project - Odoo for E-Commerce
Semester:	3 rd
Submission Date:	May 30, 2023 week 10 before midnight
Marks:	20

Student Name (in English):	Student Name (in Arabic):	Student ID:	Section No.:	Group No
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Lama Alqarni	لمى القرني	440020128		
Hind Aldayhani	هند الديحاني	440022793		

Instructions:

1. Students should work in a group of **4 student** to solve this project.
2. The assignment soft copy **due: Tuesday May 30** before 12:00 am via **Blackboard**.
3. Prepare for presentation using PowerPoint slides (15 minutes)
4. Any delayed submission will not be accepted.
5. No handwritten assignment will be accepted.
6. Any copied will be marked zero.
7. There will be no extension in the submission deadline.

Official Use Only

Question	Student Marks	Question Marks
1		20
Total		20



Project Description

The purpose of this project is to learn and deal with an **Odoo** ERP system that allows the student to increase their practical skills in a real-world business environment. The target of this project is to develop an online store for E-commerce that helps a business to boost its sales. The project will involve usage of following modules of Odoo.

Sales Management Module	CRM	Social Marketing	eCommerce Module	Employee Module
 Sales Management Quotations, Sales Orders, Invoices Installed	 CRM Leads, Opportunities Install	 Social Mar...	 eCommerce Sell Your Products Installed	 Employees Centralize employee information Installed LEARN MORE

For each module you need to input at least **10 records**. This project requires team work, and demands an effective coordination mechanism between project members in order to deliver the required system. Each group **should choose the domain of online store in which Odoo will be implemented**.

Topics to choose from (no repetition unique for each group) :

- 1- Grocery store
- 2- Clothing store
- 3- Cars
- 4- Beauty store
- 5- Book store
- 6- Shoes
- 7- Animal essentials

The students will make their online store (by creating their own data avoiding usage of demonstration data that comes with Odoo). The students will make some direct sales by using CRM and Sales Module. Some sales will be done using online store. Then ,



students are required to market their online store and the products. Finally students will show the performance of Sales team and present the performance of warehouse using dashboard screen.

Note: To develop an online store, students can take help from following video

https://www.youtube.com/watch?v=ewiPcd0gJmg&index=6&list=PLLzCsPvhLpWy_zj1jWQGfECZtUACcdqOZ

Project Deliverables:

[1].A report explaining the working of your online store. The report should be submitted as a soft copy via blackboard.

[2].Contents of the report: title page, index, online store description with screenshots, CRM description with screenshots, Sales Management description with screenshots, Dashboards description with screenshots, marketing description with screenshot, your special contribution (if any), conclusion

[3].A real presentation of an established Odoo modules of at least 10 data records on all specified modules. The students should demonstrate their system according to the following guidelines:

- The main Dashboards of the project
- The Online store
- The CRM module in your project
- The Sales Management module in your project
- The social marketing module in your project
- Your special contribution (if any).

Course Project Policies

- Students should work in teams; each team consist of 4 members.



- Students should demonstrate the system by the end of the semester.
- Students should apply the concepts and methods that has been taught in both course's lectures and lab sessions to finish their project.
- Students should reflect their ideas, creativity and team spirits on their team work.
- Copying or using other students' work is prohibited and considered as cheating.

Good Luck



My Jewelry Store



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1. Introduction

My Jewelry store is a website that helps its customers buy jewellery in ease without wasting their time and effort. The website was built using Odoo which provides companies with tools that will improve their scalability and address all their business needs. This report is composed of seven sections: first section is a description of the online store, second section is a description of the CRM module, the third section is a description of the sales management module, the fourth section is a description of employee module, the fifth section is a description of the social marketing module, the sixth section is a description of the dashboard, and lastly is the seventh section which will be the conclusion of the project.

2. My Jewelry Store

My Jewelry store is a website that helps its customers to find the best jewelry from the best brands with the ability to navigate and purchase suitable jewelry for their special days whether it is diamond or gold with a wide range of jewelleries such as necklaces, bracelets, and rings.

The website was built using E-commerce module which provides users with the ability to easily build their own website where they can display their products.

○ Home Page:

In the home page there is a brief description of what the store offers to get the customers attention, with the ability to navigate for the other website pages which are Shop, About us, and Contact us page.

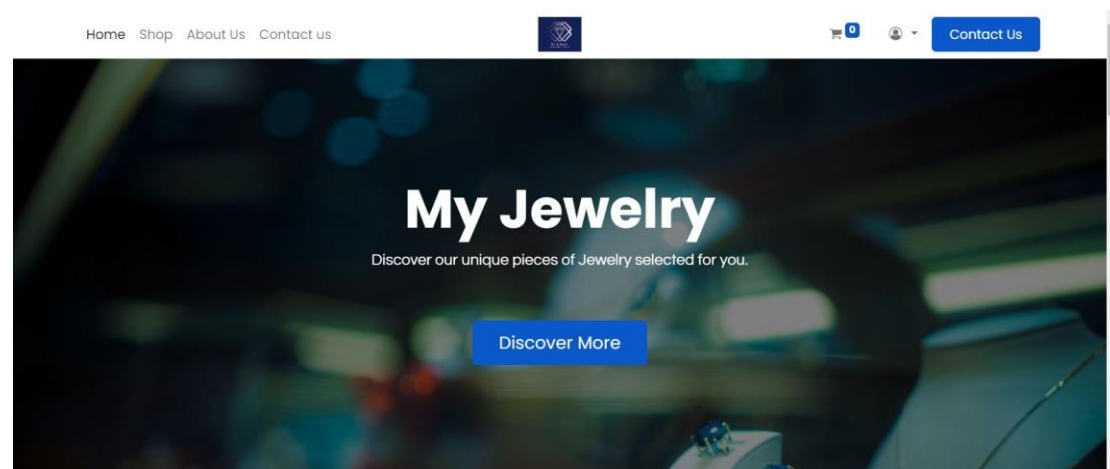


Figure 1 Home Page

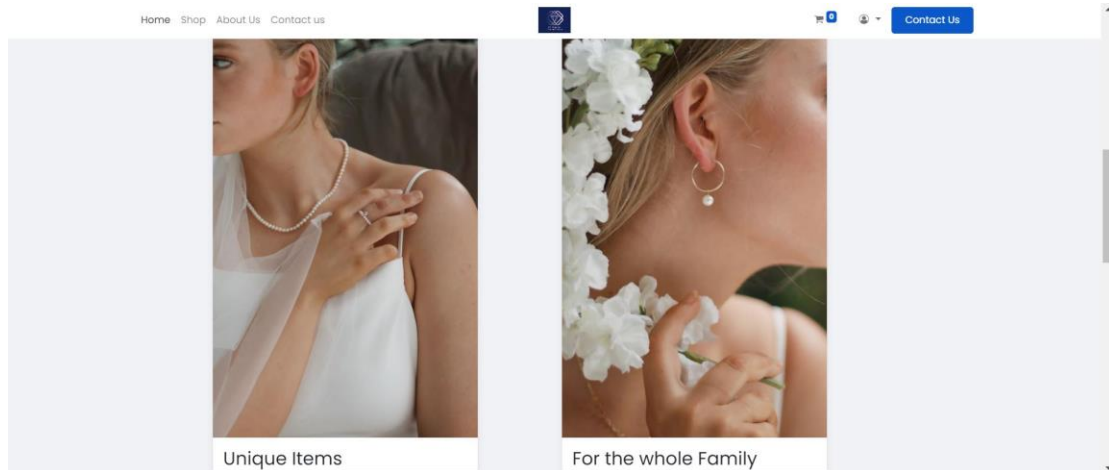


Figure 2 Home Page

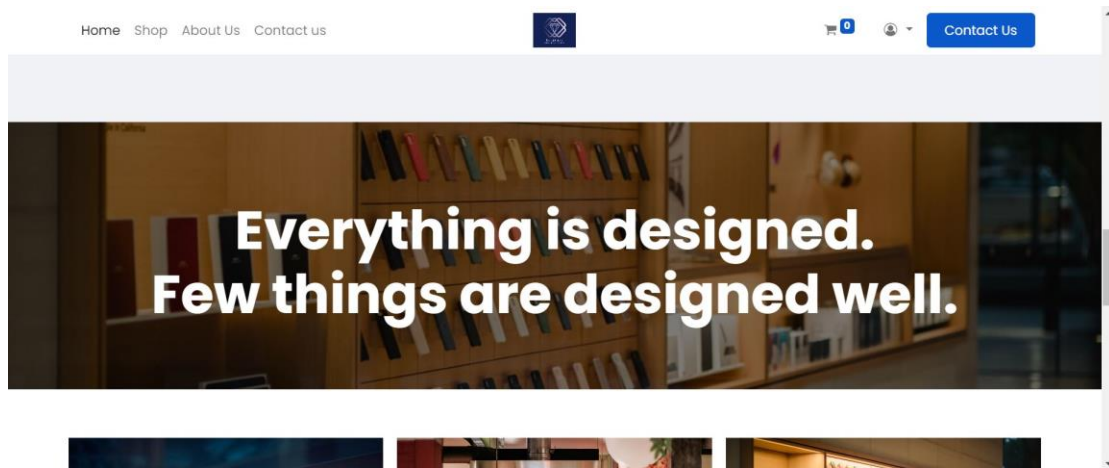


Figure 3 Home Page

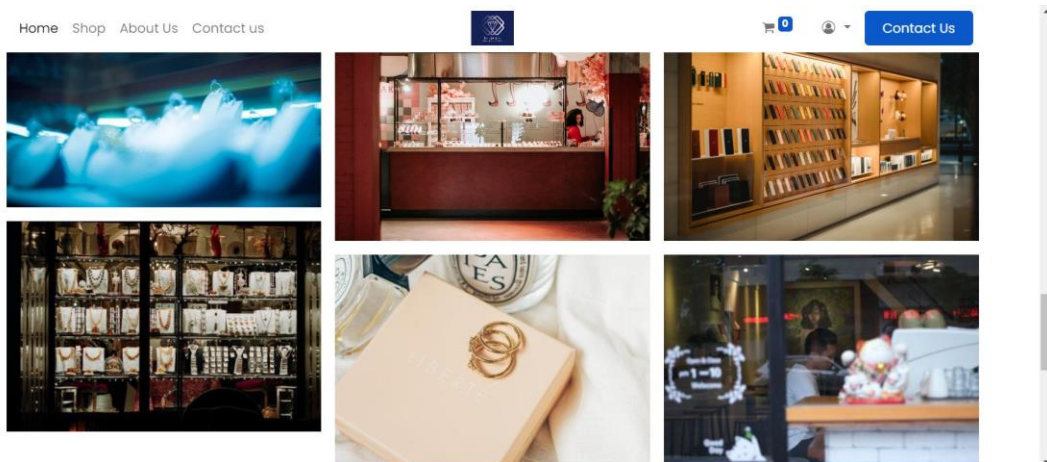


Figure 4 Home Page

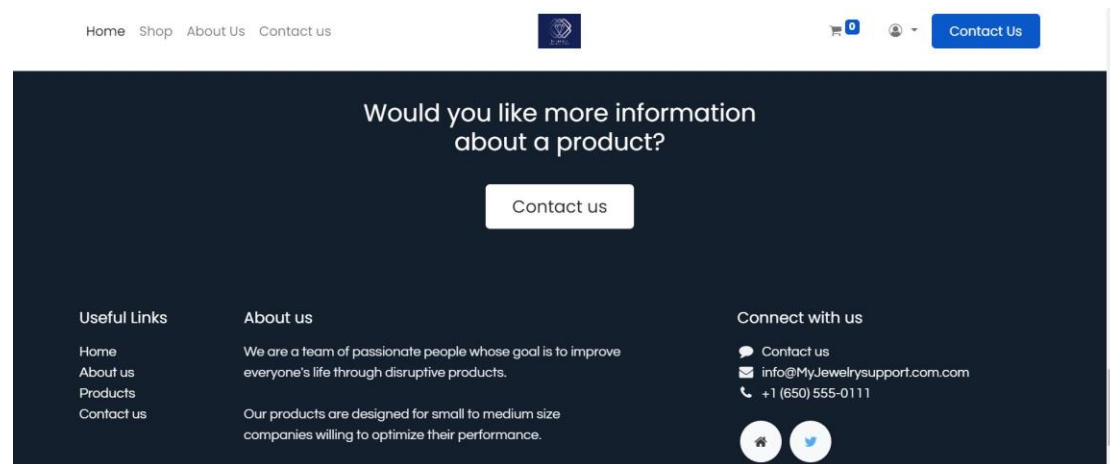


Figure 5 Home Page

○ Shop Page:

The shop page displays the available products on the website for the customer to choose from, with the ability to navigate for the other website pages which are Home, About us, and Contact us page.

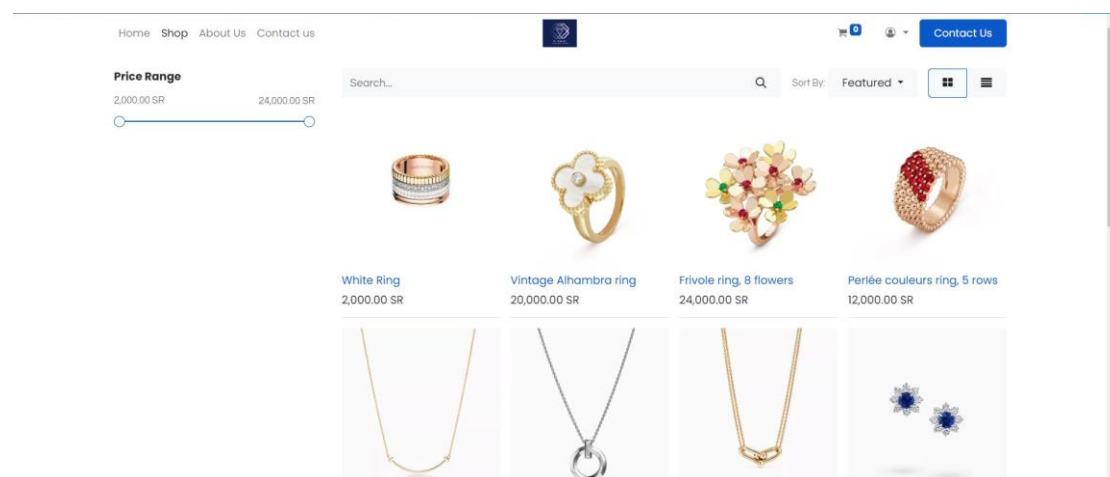


Figure 6 Shop Page

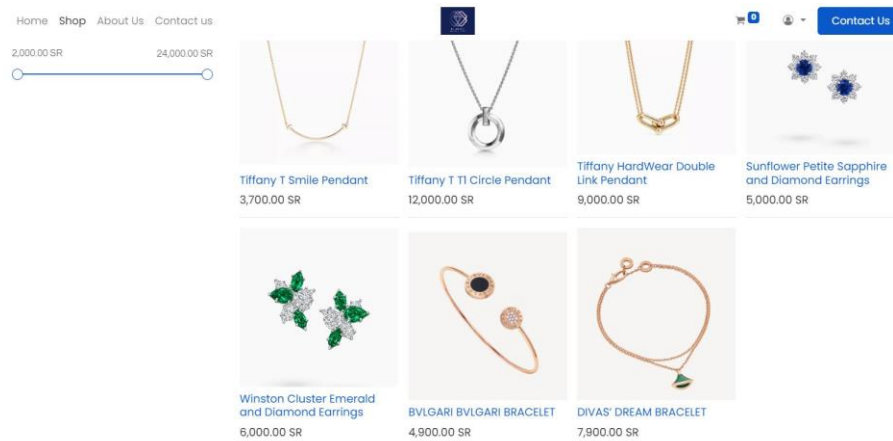


Figure 7 Shop Page

○ About us Page:

This page will provide the customer with a more detailed description of the website to know it more, with the ability to navigate for the other website pages which are Home, Shop, and Contact us page.

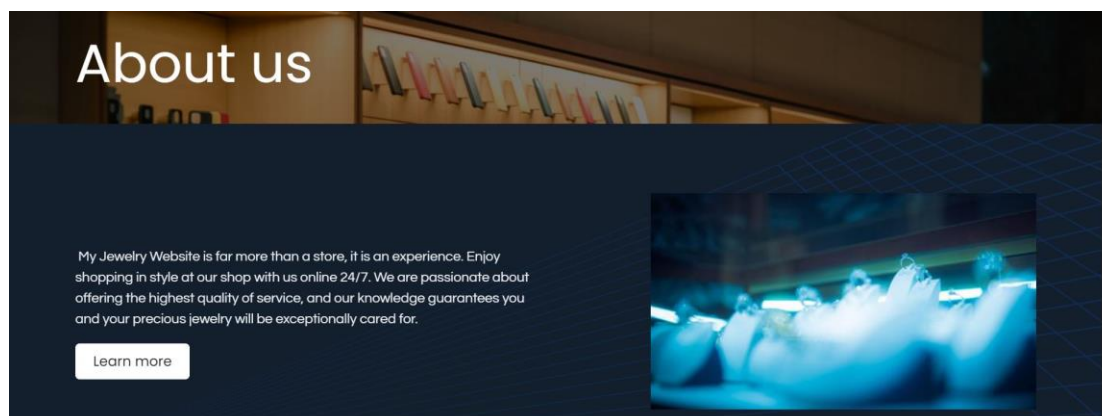


Figure 8 About Us Page

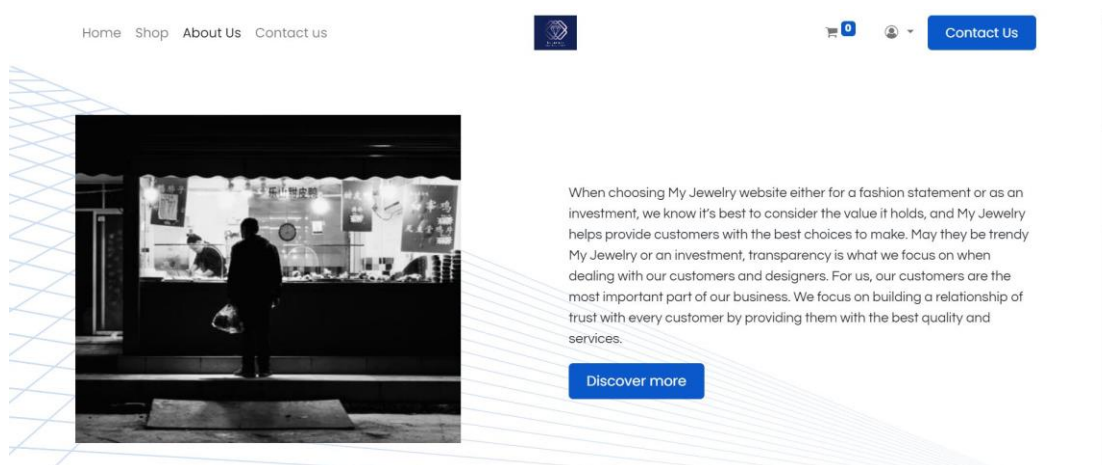


Figure 9 About Us Page

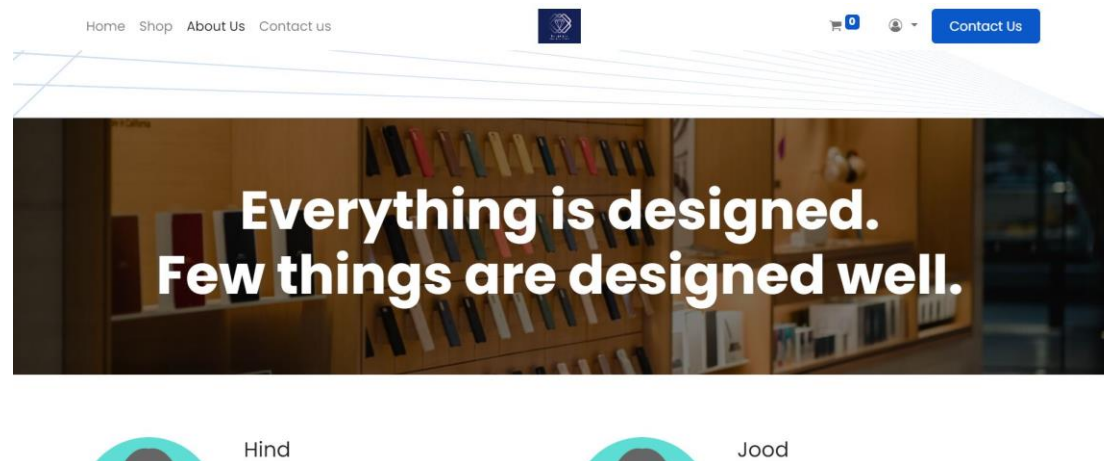


Figure 10 About Us Page

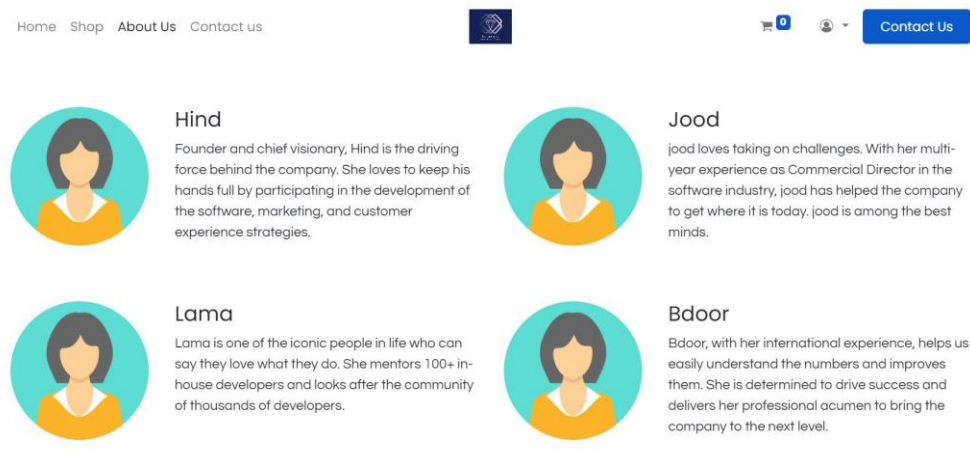


Figure 11 About US Page

○ **Contact Us Page:**

The Contact us page will give the customer the opportunity to contact the website, with the ability to navigate for the other website pages which are Home, Shop, and About us page.



Home Shop About Us Contact us

Contact us

Contact us about anything related to our company or services.
We'll do our best to get back to you as soon as possible.

Name * IT_413

Phone Number +966

Email * h.sgm89@gmail.com

Company

Subject *

Question *

Submit

My Company
3575 Riyadh- Saudi Arabia
+1 (650) 555-0111
info@MyJewelrysupport.com

Figure 12 Contact Us Page

3. Customer Relationship Management (CRM) Module

Customer Relationship Management assists companies in connecting with the customers, tracking the sales leads, increasing profitability, customer satisfaction and many more features. In this project we used CRM module to manage customers, opportunities, sales leads, and sales teams.

We begin with creating the sales team which is responsible for sales with employee Hind as a team Leader and a ten qualified salesperson members in the team.

CRM Sales Reporting Configuration

Sales Teams / sales team

Quotations ?
☐

Pipeline ?
☒

TEAM DETAILS

Team Leader Hind
Email Alias ? @my-jewelry.odoo.com
Accept Emails From ? Everyone
Invoicing Target ? SR0.00 / Month

Members

ADD

Lujain Lujain@gmail.com	Abdulrahman Abdulrahman@gmail.com	Hind hind@gmail.com
Kareem Kareem@gmail.com	Saad Saad@gmail.com	bdoor bdoor@gmail.com
Jood jood@gmail.com	lama lama@gmail.com	Malak Malak@gmail.com
Duna Duna@gmail.com		

Figure 13 Sales Team Details

Then the team created ten individual customers and three company customers.

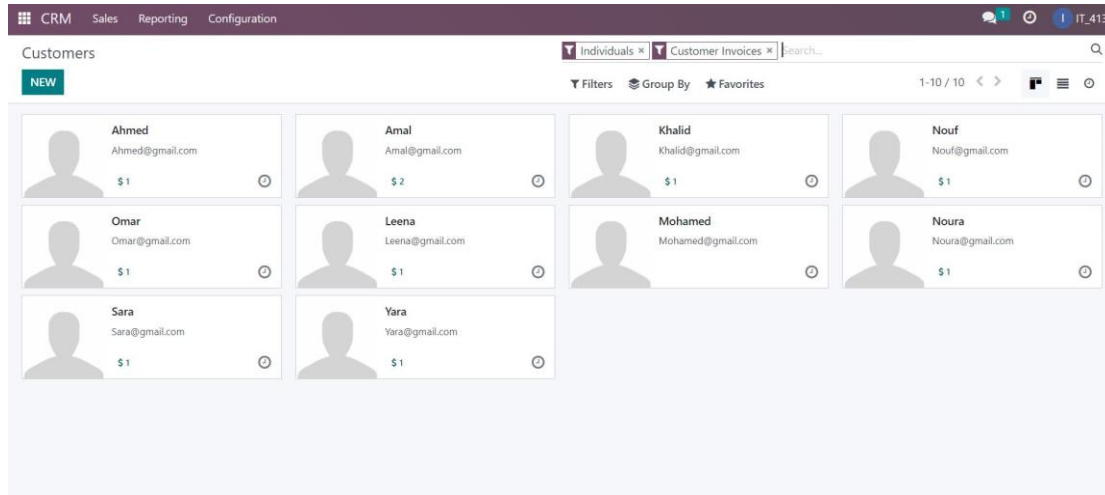


Figure 14 Individual Customers

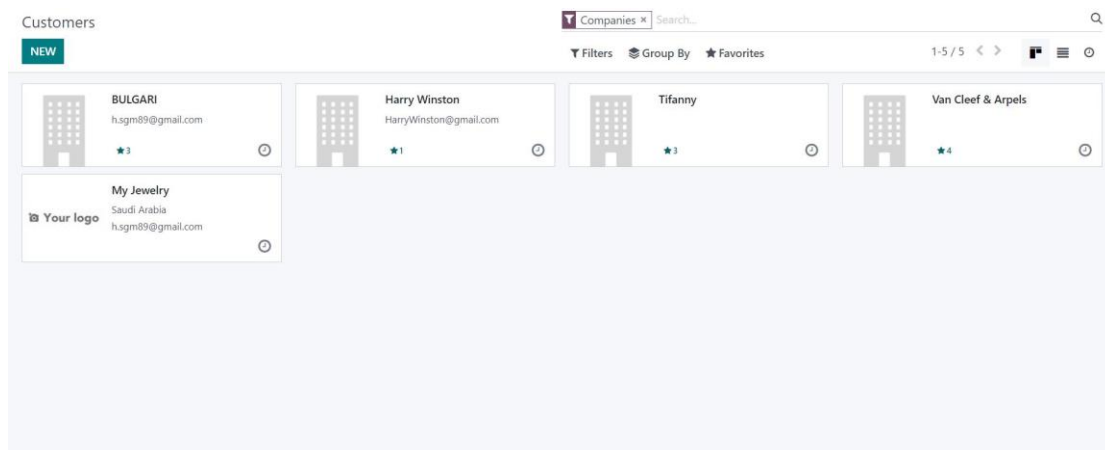


Figure 15 Company Customers

As mentioned before the CRM allowed the website to have various opportunities from different companies around the world that will provide the website with unique products.

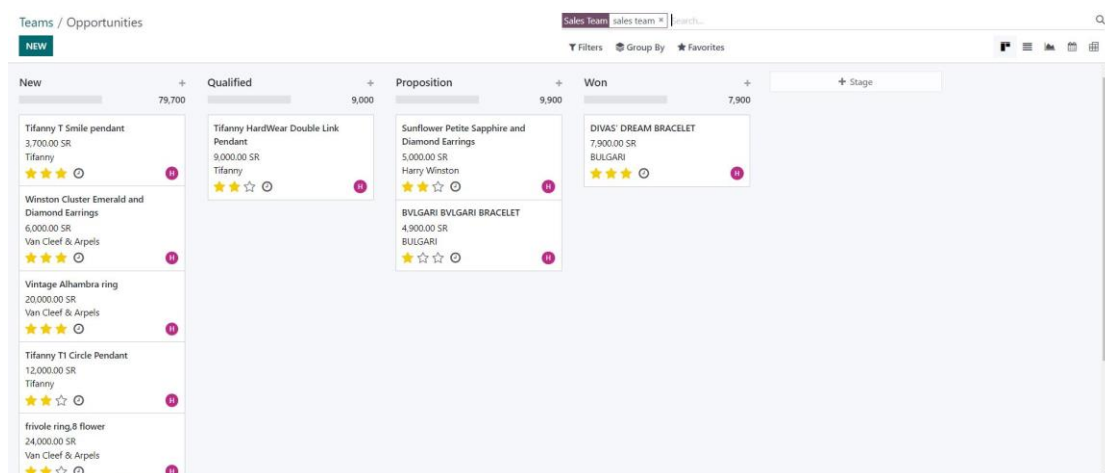


Figure 16 Opportunities

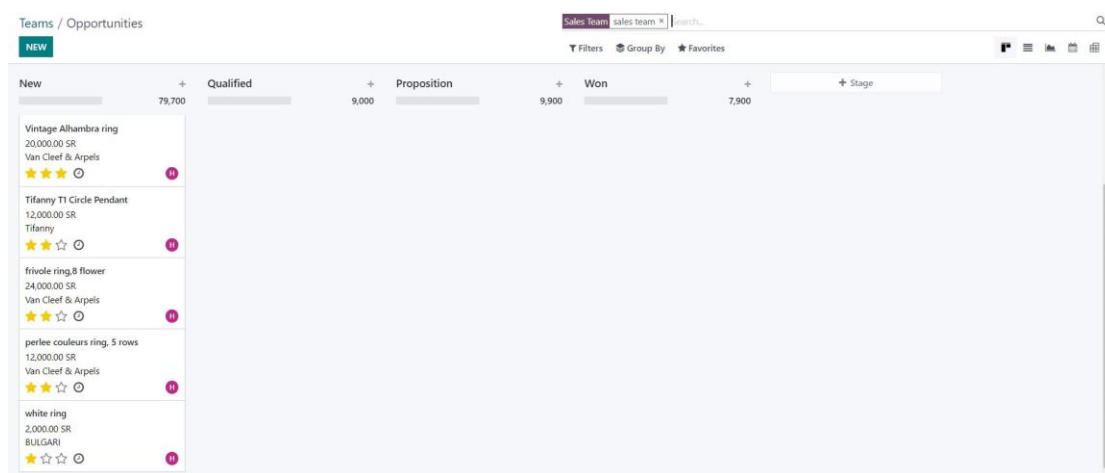


Figure 17 Opportunities

Next is the lead analyses which will help to analyze CRM Leads in various aspects.

Leads Analysis

Active or Inactive Created on: 2023

Filters Group By Favorites

1-11 / 11

Lead	Email	Country	Salesperson	Sales Team	Stage
<input type="checkbox"/> Tiffany T Smile pendant		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> DIVAS' DREAM BRACELET		Saudi Arabia	Hind	sales team	Won
<input type="checkbox"/> Winston Cluster Emerald and Diamond Earrings		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> Vintage Alhambra ring		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> Tiffany HardWear Double Link Pendant		Saudi Arabia	Hind	sales team	Qualified
<input type="checkbox"/> Tiffany T1 Circle Pendant		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> Sunflower Petite Sapphire and Diamond Earrings		Saudi Arabia	Hind	sales team	Proposition
<input type="checkbox"/> frivole ring, 8 flower		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> perlee couleurs ring, 5 rows		Saudi Arabia	Hind	sales team	New
<input type="checkbox"/> BVLGARI BVLGARI BRACELET		Saudi Arabia	Hind	sales team	Proposition
<input type="checkbox"/> white ring		Saudi Arabia	Hind	sales team	New

Figure 18 Leads Analysis

4. Sales Management

Sales management module provides companies with the ability to view all the information that is associated with the sales order. This module will reduce the time needed for the sales management process while improving the efficiency of the company.

The team used this module to create, edit, and delete sales orders (frond-end and back-end), quotations, and many other related activities.

The module helped manage the products that the website offers from various brands, where the team was able to create, edit and delete them.

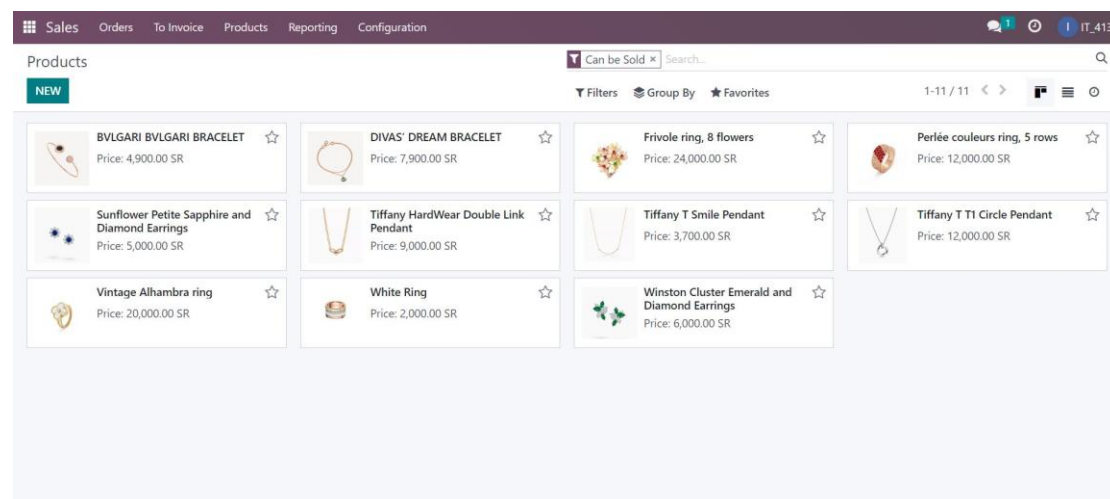


Figure 19 Products

Quotation is about negotiation of potential price for the product, and it can be approved or rejected by the customer. The team created ten quotations with different customers and salespersons.



Quotations						
NEW						
Search...						
Filters Group By Favorites 1-12 / 12						
Number	Creation Date	Customer	Salesperson	Activities	Total	Status
S00016	05/30/2023	omar	Lujain		5,750.00 SR	Sales Order
S00015	05/30/2023	omar	Kareem		27,600.00 SR	Sales Order
S00001	05/26/2023	Amal	Duna		\$ 5,635.00	Sales Order
S00010	05/26/2023	Omar	Hind		\$ 9,085.00	Sales Order
S00009	05/26/2023	Sara	Iama		\$ 4,255.00	Sales Order
S00008	05/26/2023	Leena	Lujain		\$ 13,800.00	Sales Order
S00007	05/26/2023	Nouf	Jood		\$ 6,900.00	Sales Order
S00006	05/26/2023	Yara	bdoor		\$ 2,300.00	Sales Order
S00005	05/26/2023	Khalid	Saad		\$ 5,750.00	Sales Order
S00004	05/26/2023	Amal	Kareem		\$ 27,600.00	Sales Order
S00003	05/26/2023	Ahmed	Abdulrahman		\$ 9,085.00	Sales Order
S00002	05/26/2023	Noura	Duna		\$ 5,635.00	Sales Order
					123,395.00	

Figure 20 Quotations

Once the customer accepts the quote and fully invoice it. That means the product is ready to be shipped, then he/she will be able to pay for the order.

Sales Orders						
NEW						
Search...						
Filters Group By Favorites 1-12 / 12						
Number	Order Date	Customer	Salesperson	Activities	Total	Invoice Status
S00016	05/30/2023	omar	Lujain		5,750.00 SR	Fully Invoiced
S00015	05/30/2023	omar	Kareem		27,600.00 SR	Fully Invoiced
S00001	05/28/2023	Amal	Duna		\$ 5,635.00	To Invoice
S00010	05/26/2023	Omar	Hind		\$ 9,085.00	Fully Invoiced
S00009	05/26/2023	Sara	Iama		\$ 4,255.00	To Invoice
S00008	05/26/2023	Leena	Lujain		\$ 13,800.00	To Invoice
S00007	05/26/2023	Nouf	Jood		\$ 6,900.00	Fully Invoiced
S00006	05/26/2023	Yara	bdoor		\$ 2,300.00	To Invoice
S00005	05/26/2023	Khalid	Saad		\$ 5,750.00	Fully Invoiced
S00004	05/26/2023	Amal	Kareem		\$ 27,600.00	Fully Invoiced
S00003	05/26/2023	Ahmed	Abdulrahman		\$ 9,085.00	Fully Invoiced
S00002	05/26/2023	Noura	Duna		\$ 5,635.00	To Invoice
					123,395.00	

Figure 21 Sales Orders

Here is the list of orders to be invoiced.

Sales Orders To Invoice						
NEW						
Search...						
Filters Group By Favorites 1-5 / 5						
Number	Order Date	Customer	Salesperson	Activities	Total	Invoice Status
S00001	05/28/2023	Amal	Duna		\$ 5,635.00	To Invoice
S00009	05/26/2023	Sara	Iama		\$ 4,255.00	To Invoice
S00008	05/26/2023	Leena	Lujain		\$ 13,800.00	To Invoice
S00006	05/26/2023	Yara	bdoor		\$ 2,300.00	To Invoice
S00002	05/26/2023	Noura	Duna		\$ 5,635.00	To Invoice
					31,625.00	

Figure 22 Orders to Invoice

In the accounting module we can view the invoiced orders and the status of their payment (payment was conducted using two payment methods: Bank and Wire Transfer).

Invoices

NEW UPLOAD

Filters Group By Favorites 1-7/7

Number	Customer	Invoice Date	Due Date	Activities	Tax Excluded	Total	Total in Currency	Payment	Status
INV/2023/00007	omar	05/30/2023			5,000.00 SR	5,750.00 SR	5,750.00 SR	In Payment	Posted
INV/2023/00006	omar	05/30/2023	Today		24,000.00 SR	27,600.00 SR	27,600.00 SR	Not Paid	Posted
INV/2023/00005	Ahmed	05/26/2023			7,900.00 SR	9,085.00 SR	\$ 9,085.00	Paid	Posted
INV/2023/00004	Amal	05/26/2023			24,000.00 SR	27,600.00 SR	\$ 27,600.00	Paid	Posted
INV/2023/00003	Khalid	05/26/2023			5,000.00 SR	5,750.00 SR	\$ 5,750.00	Paid	Posted
INV/2023/00002	Nouf	05/26/2023			6,000.00 SR	6,900.00 SR	\$ 6,900.00	Paid	Posted
INV/2023/00001	Omar	05/26/2023			7,900.00 SR	9,085.00 SR	\$ 9,085.00	Paid	Posted
					79,800.00	91,770.00			

Figure 23 Invoicing Module, Invoices

Customer Order View

When customers order from the website they go through these steps.

Website Site eCommerce Reporting Configuration

Home Shop About Us Contact us

Review Order Address Confirm Order

Product Quantity Price

Sunflower Petite Sapphire and Diamond Earrings 1 5,000.00 SR

Continue Shopping Process Checkout

Order Total

Subtotal: 5,000.00 SR

Taxes: 750.00 SR

Total: 5,750.00 SR

I have a promo code

Proceed to Checkout

Figure 24 Checkout Page

Website Site eCommerce Reporting Configuration

Home Shop About Us Contact us

Review Order Address Confirm Order

Billing & Shipping: 0000000000000000, Riyadh 0000000, Saudi Arabia

Choose a delivery method

Standard delivery Free

Pay with

Wire Transfer

PayPal

VISA MasterCard

Return to Cart Pay Now

Product Quantity Price

Sunflower Petite Sapphire and Diamond Earrings 1.0 5,000.00 SR

Delivery: 0.00 SR

Subtotal: 5,000.00 SR

Taxes: 750.00 SR

Total: 5,750.00 SR

I have a promo code

Figure 25 Choosing Payment method Page



Home Shop About Us Contact us



Contact Us

Order S00016

Payment Information:

Wire Transfer

Total: 5,750.00 SR

Please use the following transfer details

Bank Accounts

Communication

Please use the order name as communication reference.

Communication: S00016

Billing & Shipping: 00000000000000, riyadh 0000000, Saudi Arabia


Product	Quantity	Price
 Sunflower Petite Sapphire and Diamond Earrings	1.0	5,000.00 SR
Delivery:		0.00 SR
Subtotal:		5,000.00 SR
Taxes:		750.00 SR
Total:		5,750.00 SR

Figure 26 Order Details

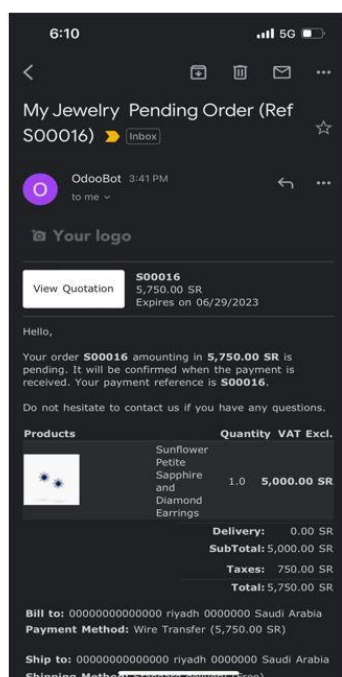


Figure 27 Quotation Sent to Customer Through his Email

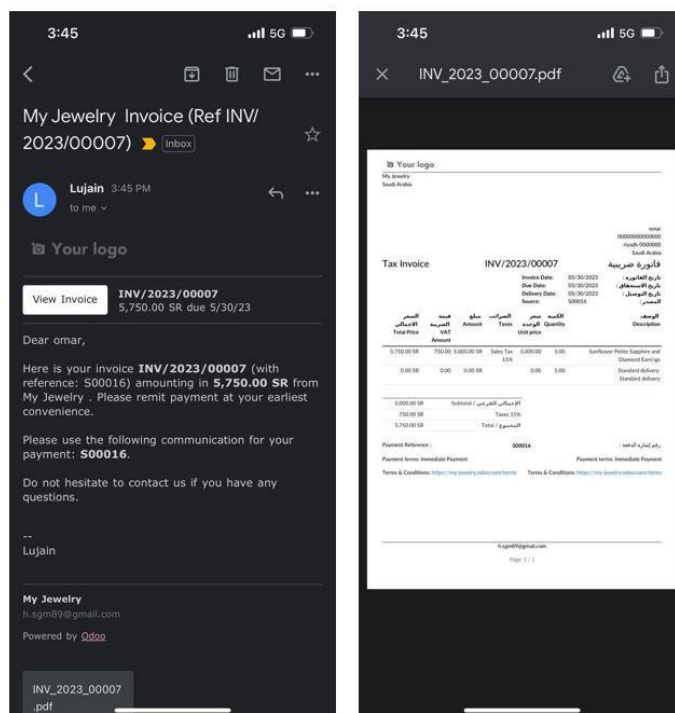


Figure 28 Invoice Sent to Customer Through his Email

5. Employee

Employee module is one of the most important human resource modules, it assists in organizing all the employee's information in the company.

The team used this module to create 30 employees and assign them to multiple departments. Which are: Management, Sales, and Marketing.

Here is the list of employees with their email for contact across all departments.

Employees								
DEPARTMENT	Employee Name	Work Phone	Work Email	Activities	Next Activity Deadline	Department	Job Position	Manager
All	<input type="checkbox"/> Abdullah		Abdullah@gmail.com	○		Management		Ms.Hana
Administration 1	<input type="checkbox"/> Abdulmalik		Abdulmalik@gmail.com	○		Management		Ms.Hana
Marketing 10	<input type="checkbox"/> Aisha		Aisha@gmail.com	○		Management		Ms.Hana
Sales 10	<input type="checkbox"/> Ammar		Ammar@gmail.com	○		Management		Ms.Hana
	<input type="checkbox"/> Basil		Basil@gmail.com	○		Management		Ms.Hana
	<input type="checkbox"/> Faisal		Faisal@gmail.com	○		Management		Ms.Hana
	<input type="checkbox"/> Majed		Majed@gmail.com	○		Management		Ms.Hana
	<input type="checkbox"/> Mr.Fahad		fahad@gmail.com	○		Management	CEO	
	<input type="checkbox"/> Ms.Hana		hana@gmail.com	○		Management	Manger	
	<input type="checkbox"/> Nuha		Nuha@gmail.com	○		Management		Ms.Hana

Figure 29 Employees in Management Department

Employees								
Employees								
NEW								
Filters Group By Favorites 1-10 / 10								
DEPARTMENT	Employee Name	Work Phone	Work Email	Activities	Next Activity Deadline	Department	Job Position	Manager
All	<input type="checkbox"/>							
Administration 1	<input type="checkbox"/>							
Management 10	<input type="checkbox"/>							
Marketing 10	<input type="checkbox"/>							
Sales 10	<input type="checkbox"/>							
	Abdulrahman		Abdulrahman@gmail.com			Sales	Manger	
	Bdoor		Bdoor@gmail.com			Sales		Abdulrahman
	Duna		Duna@gmail.com			Sales		Abdulrahman
	Hind		Hind@gmail.com			Sales	Sales Leader	Abdulrahman
	Jood		Jood@gmail.com			Sales		Abdulrahman
	Kareem		Kareem@gmail.com			Sales		Abdulrahman
	Lama		Lama@gmail.com			Sales		Abdulrahman
	Lujain		Lujain@gmail.com			Sales		Abdulrahman
	Malak		Malak@gmail.com			Sales		Abdulrahman
	Saad		Saad@gmail.com			Sales		Abdulrahman

Figure 30 Employees in Sales Department

Employees								
Employees								
NEW								
Filters Group By Favorites 1-10 / 10								
DEPARTMENT	Employee Name	Work Phone	Work Email	Activities	Next Activity Deadline	Department	Job Position	Manager
All	<input type="checkbox"/>							
Administration 1	<input type="checkbox"/>							
Management 10	<input type="checkbox"/>							
Marketing 10	<input type="checkbox"/>							
Sales 10	<input type="checkbox"/>							
	Aram		Aram@gmail.com			Marketing		Eng. ali
	Asia		Asia@gmail.com			Marketing		Eng. ali
	Eng. ali		ali@gmail.com			Marketing	Manger	
	Fatima		Fatima@gmail.com			Marketing		Eng. ali
	Ibrahim		Ibrahim@gmail.com			Marketing		Eng. ali
	Khalid		Khalid@gmail.com			Marketing		Eng. ali
	Lana		Lana@gmail.com			Marketing		Eng. ali
	Najla		Najla@gmail.com			Marketing		Eng. ali
	Sultan		Sultan@gmail.com			Marketing		Eng. ali
	Yousef		Yousef@gmail.com			Marketing		Eng. ali

Figure 31 Employees in Marketing Department

6. Social Marketing

The social marketing module helps in the planning and monitoring of the communication with the existing or potential customer. It makes reaching the targeted audience easier and beneficial. The module provides a lot of features for that such as pushing notifications and posting in social media.

In the project the team used this module to create advertisement posts and campaigns through social media (Twitter) to help in promoting our website.

The Post:

- Post and notification for free delivery in for the first order.

The campaigns:

- Eid Al-Adha campaign, promotion discount: Happy Eid.
- Graduation campaign, promotion discount: Graduation.



Social Marketing Feed Posts Campaigns Visitors Configuration

Social Posts

My Posts * Search...

NEW

Filters Group By Favorites 1-4 / 4

STATUS

All

Posted 4

SOCIAL ACCOUNTS

[Push Notifications] M... 3

[Twitter] My Jewellery... 3

Never want to take off get 10% discount with : graduate

Clicks: 0 Opportunities: 0 Quotations: 0 Revenues: 0

05/29/2023 15:05:32

Discount 10% Code : Happy Eid

Clicks: 0 Opportunities: 0 Quotations: 0 Revenues: 0

05/29/2023 14:54:25

First Order Free Delivery

Clicks: 0 Opportunities: 0 Quotations: 0 Revenues: 0

05/29/2023 14:09:21

First Order Free Delivery

Clicks: 0 Opportunities: 0 Quotations: 0 Revenues: 0

05/28/2023 15:10:05

Figure 32 Social Posts

Social Marketing Feed Posts Campaigns Visitors Configuration

Social Posts / First Order Free Del...

Action 3 / 4 New

0 Clicks 0 Opportuni... 0 Quotations 0 Revenues 1 Feed Posts

YOUR POST

Message First Order Free Delivery

28 / 280 characters to fit in a Tweet

Attach Images

Campaign

Push Notification Options

Notification Title

Target URL

Icon Image

Match records with the following rule:

[Push Notifications Enabled] is not not set

0 RECORD(S)

POSTS BY ACCOUNTS

[Push Notifications] My Jewellery

[Twitter] My Jewellery_storew

Twitter Account @twitteraccount · 11m

First Order Free Delivery

New Message

First Order Free Delivery

Google Chrome - https://my-jewelry.odoo.com

12:17 PM 06/05/2023

Figure 33 Free Delivery Post

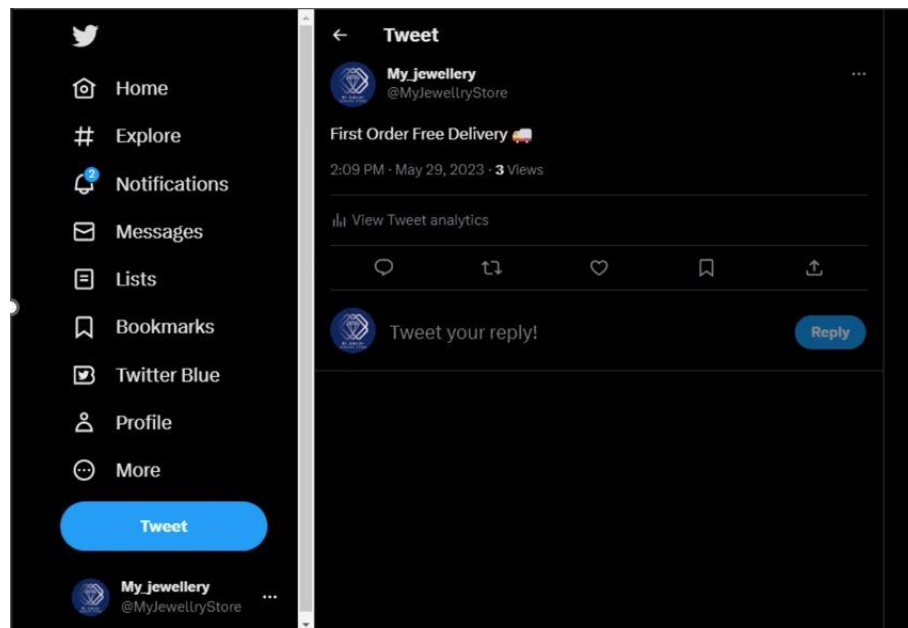


Figure 34 Free Delivery Post (Twitter)

List of the created campaigns with the assigned marketing employee.

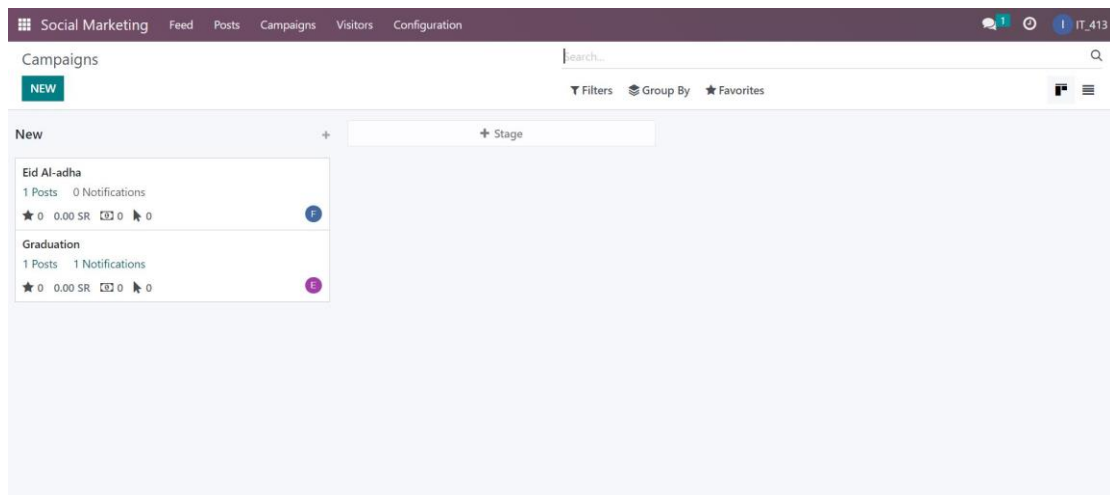
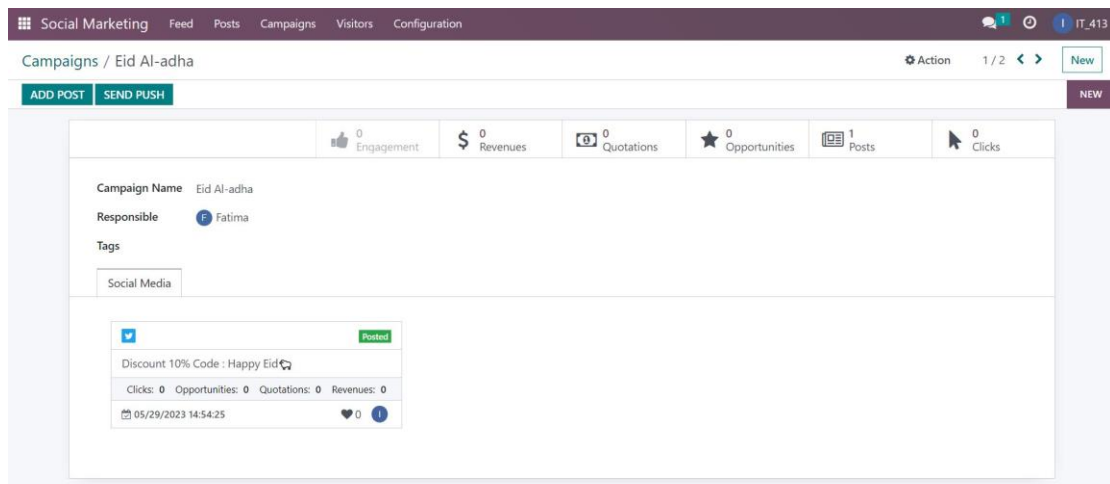


Figure 35 Campaigns

The post of Eid Al- Adha campaign.



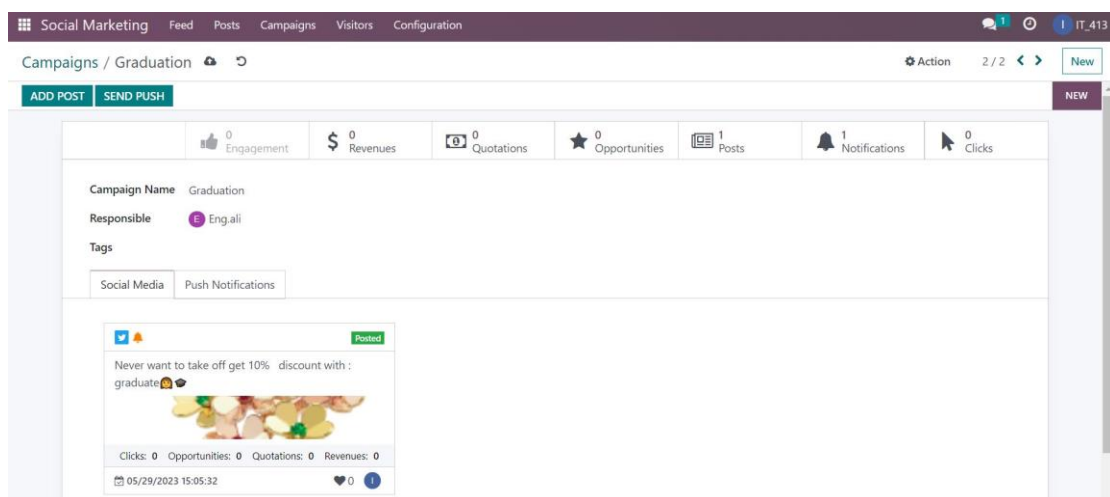
The screenshot shows the 'Campaigns / Eid Al-adha' page in the Social Marketing dashboard. The page includes a navigation bar with 'Social Marketing', 'Feed', 'Posts', 'Campaigns', 'Visitors', and 'Configuration'. The main content area displays the campaign details for 'Eid Al-adha', including the responsible person 'Fatima' and the tag 'Social Media'. A post preview is shown with the text 'Discount 10% Code : Happy Eid' and a 'Posted' status. The post also includes a 'Clicks' counter and a timestamp of '05/29/2023 14:54:25'.

Figure 36 Eid Al-Adha Campaign Post



Figure 37 Eid Al-Adha Campaign Post (Twitter)

The post of graduation campaign.



The screenshot shows the 'Campaigns / Graduation' page in the Social Marketing dashboard. The page includes a navigation bar with 'Social Marketing', 'Feed', 'Posts', 'Campaigns', 'Visitors', and 'Configuration'. The main content area displays the campaign details for 'Graduation', including the responsible person 'Eng ali' and the tags 'Social Media' and 'Push Notifications'. A post preview is shown with the text 'Never want to take off get 10% discount with : graduate' and a 'Posted' status. The post also includes a 'Clicks' counter and a timestamp of '05/29/2023 15:05:32'.

Figure 38 Graduation Campaign Post

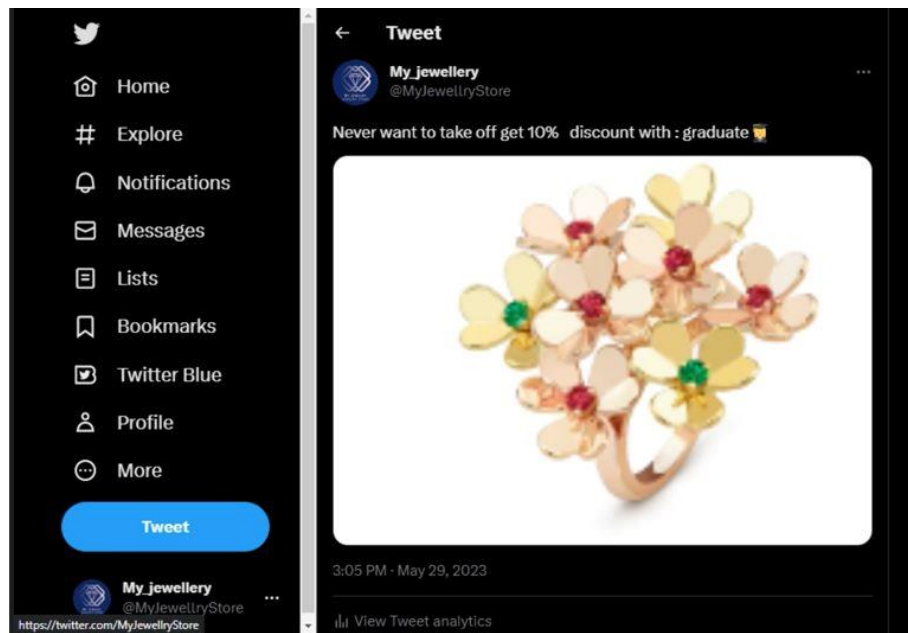


Figure 39 Graduation Campaign Post (Twitter)

7. Dashboard

The dashboard is used to sort and organize analytics of the company's operations. In many aspects such as sales, CRM and finance.

Top Customers

Customer	Orders	Revenue
Amal	2	28,900.00SR
Leena	1	12,000.00SR
Ahmed	1	7,900.00SR
Omar	1	7,900.00SR
Nouf	1	6,000.00SR
Khalid	1	5,000.00SR
Noura	1	4,900.00SR
Sara	1	3,700.00SR
Yara	1	2,000.00SR

Figure 40 Top Customers



Top Salespeople

Salesperson	Orders	Revenue
Kareem	1	24,000.00SR
Lujain	1	12,000.00SR
Duna	2	9,800.00SR
Abdulrahman	1	7,900.00SR
Hind	1	7,900.00SR
Jood	1	6,000.00SR
Saad	1	5,000.00SR
lama	1	3,700.00SR
bdoor	1	2,000.00SR

Figure 41 Top Salespeople

Top Sales Orders

Order	Customer	Salesperson	Revenue
S00004	Amal	Kareem	\$24,000.00
S00008	Leena	Lujain	\$12,000.00
S00003	Ahmed	Abdulrahman	\$7,900.00
S00010	Omar	Hind	\$7,900.00
S00007	Nouf	Jood	\$6,000.00
S00005	Khalid	Saad	\$5,000.00
S00001	Amal	Duna	\$4,900.00
S00002	Noura	Duna	\$4,900.00
S00009	Sara	lama	\$3,700.00
S00006	Yara	bdoor	\$2,000.00

Figure 42 Top Sales Orders

Best Selling Products

Product	Units	Revenue
Frivole ring, 8 flowers	1	24,000
DIVAS' DREAM BRACELET	2	15,800
Perlée couleurs ring, 5 rows	1	12,000
BVLGARI BVLGARI BRACELET	2	9,800
Winston Cluster Emerald and Diamond Earring	1	6,000
Sunflower Petite Sapphire and Diamond Earring	1	5,000
Tiffany T Smile Pendant	1	3,700
White Ring	1	2,000

Figure 43 Best Selling Products



Top Invoices

Reference	Salesperson	Status	Customer	Date	Amount
INV/2023/00004	Kareem	Paid	Amal	5/25/2023	24,000.00SR
INV/2023/00005	Abdulrahman	Paid	Ahmed	5/25/2023	7,900.00SR
INV/2023/00001	Hind	Paid	Omar	5/25/2023	7,900.00SR
INV/2023/00002	Jood	Paid	Nouf	5/25/2023	6,000.00SR
INV/2023/00003	Saad	Paid	Khalid	5/25/2023	5,000.00SR

Figure 44 Top Invoices

Top Opportunities

Opportunity	Stage	Salesperson	Country	Revenue	Success (%)
frivole ring,8 flower	New	Hind	Saudi Arabia	22,000.80SR	92
Vintage Alhambra ring	New	Hind	Saudi Arabia	18,334.00SR	92
perlee couleurs ring, 5 rows	New	Hind	Saudi Arabia	11,000.40SR	92
Tiffany T1 Circle Pendant	New	Hind	Saudi Arabia	11,000.40SR	92
Tiffany HardWear Double Link Pendant	Qualified	Hind	Saudi Arabia	8,250.30SR	92
DIVAS' DREAM BRACELET	Won	Hind	Saudi Arabia	7,900.00SR	100
Winston Cluster Emerald and Diamond Earring	New	Hind	Saudi Arabia	5,500.20SR	92
Sunflower Petite Sapphire and Diamond Earring	Proposition	Hind	Saudi Arabia	4,583.50SR	92
BVLGARI BVLGARI BRACELET	Proposition	Hind	Saudi Arabia	4,491.83SR	92
Tiffany T Smile pendant	New	Hind	Saudi Arabia	3,391.79SR	92

Figure 45 Top Opportunities

8. Conclusion

In conclusion, we made a website and made using it simple, enjoyable, and clear for customers using Odoo system. In addition to creating what was necessary for our project using Odoo modules such as CRM, Employee, and Social Marketing. We faced some challenges but in the end they were handled and we learned new skills.