INTRODUCTION

1. Overview

CRM implementation is the process of introducing a CRM system to your business. It starts from choosing the right solution for your needs, and ends with actively using it to streamline your business processes. However, maybe that's an overly–simplified amount; implementation is a multi-stage process…

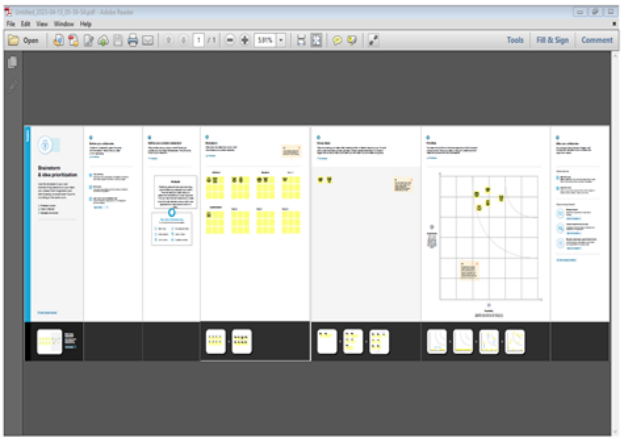
2. Purpose

CRM Implementation plan on the pages blog, we regularly talk about the purpose of implementing a CRM system. Adding CRM to our teach stack helps you bring order to your relationship with customers, streamline numerous sales processes, and boost sales-bringing beautiful business growth.

2. Problem Definition & Design Thinking

1. Empathy Map

2. Ideation & Brainstorming Map



3. RESULT

1. Data Model:

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<tr><td>3.Course details</td><td><table><tr><td>Field label</td><td>Data type</td></tr><tr><td>Course details</td><td>Text</td></tr></table></td></tr>
<tr><td>4. Lecturer details</td><td><table><tr><td>Field label</td><td>Data type</td></tr><tr><td>Lecturer details</td><td>Text</td></tr></table></td></tr>
<tr><td>5. Internal results</td><td><table><tr><td>Field label</td><td>Data type</td></tr><tr><td>Internal results</td><td>Text</td></tr></table></td></tr>
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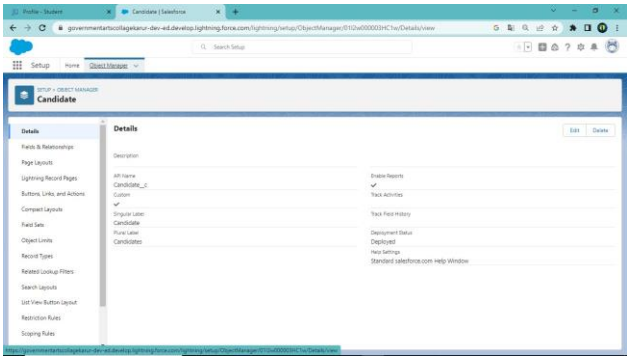
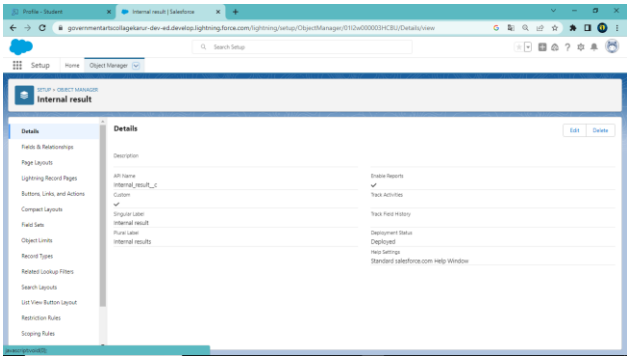
Activity & Screenshot

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Description
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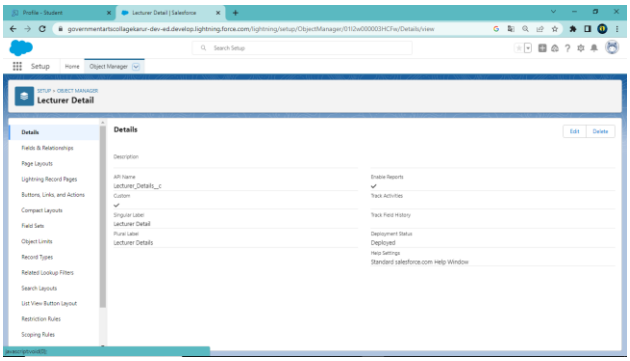
Plural Label
internal results
Enable Reports
Track Activities
Track Field History
Deployment Status
Deployed
Help Settings
Standard salesforce.com Help Window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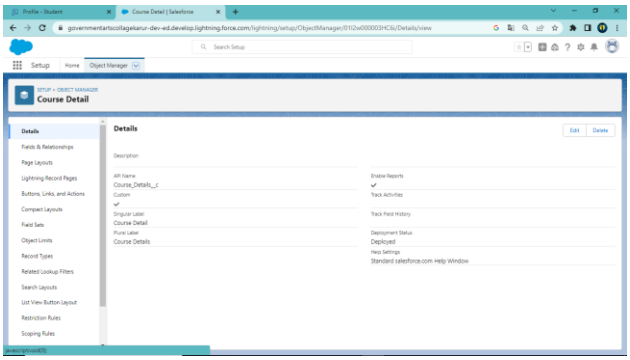
Help Settings
Standard salesforce.com Help Window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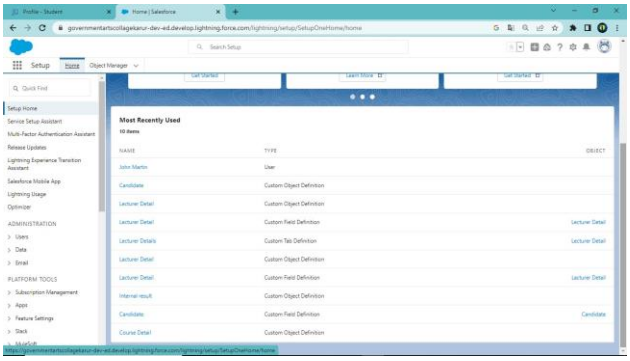
Most Recently Used
10 items
NAME
TYPE
OBJECT
John Martin
User
Candidate
Custom Object Definition
Lecturer Detail
Custom Object Definition
Lecturer Detail
Custom Field Definition
Lecturer Detail
Lecturer Details
Custom Tab Definition
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Internal result
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Candidate
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Course Detail
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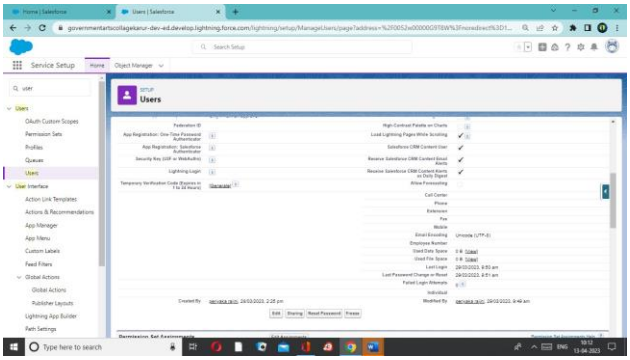
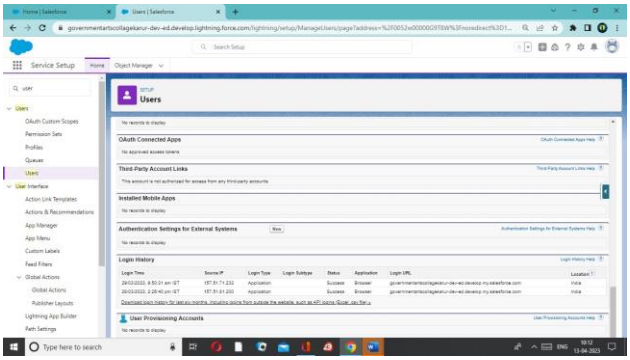
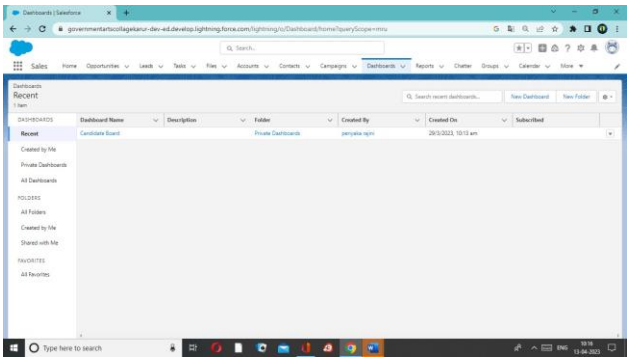
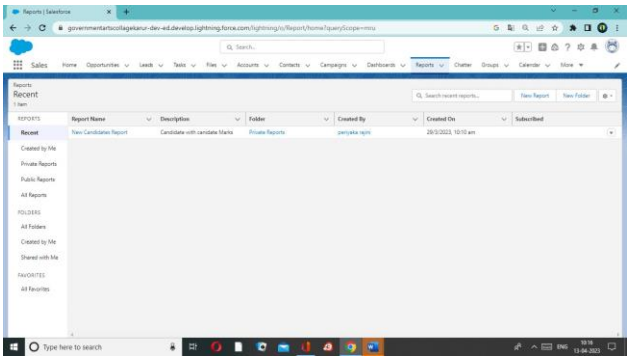
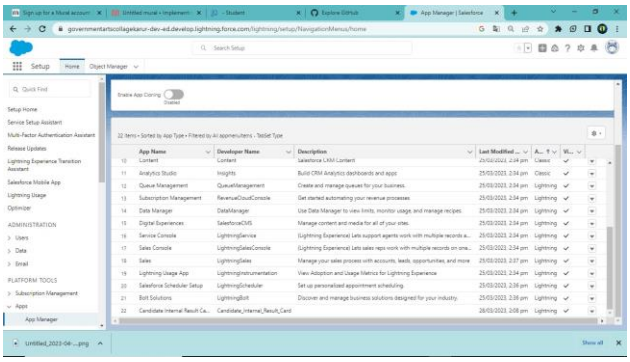

Users
Permission Set Assignments
Permission Set Assignments: Activation Required
Permission Set Group Assignments
Permission Set License Assignments
Personal Groups
Public Group Membership
Queue Membership
Team
Managers in the Role Hierarchy
OAuth Connected Apps
Third-Party Account Links
Installed Mobile Apps
Authentication Settings for External Systems
Login History









4. Trailhead Profile Public URL

PERIYAKA. R - https://trailblazer.me/id/prajini

POOJA. R - http://trailblazer.me/id/poo71

PRAKASH. B - https://trailblazer.me/id/pr002

RAHUL. P - https://trailblazer.me/id/rahul2202

RAJESHKUMAR. M - https://trailblazer.me/id/rk74

5. ADVANTAGES

Time between development and use reduced.

Project manager can demonstrate a working system;

DISADVANTAGES

Heavy use of temporary interfaces.

Need to maintain and revise legacy software;

6. APPLICATIONS

Applicant submits application form, which is automatically captured and sent to the CRM via Hub spot Marketing Free.

7. CONCLUSION

The responses to ECREL were uniformly positive. Most reviewers felt that ECREL would benefit all historic preservation professionals

8. FUTURE SCOPE

Focus on Scope, Schedule and budget management.

The scope of implementation is inductive. The exact scope will be

determined with the sales representative.