

Project Report Template

1 Introduction

1.1 Overview Administrator should be able to create all base data including Semester, Candidate, Course and Lecturer, Lecturer should have the ability to create Internal Results, Dean, who is one of the Lecturer, should be the only one with ability to update Internal Results, Reevaluation Can be initialized by Candidate for all Internal Results. Now only dean can update the marks after re-evaluation.

1.2 Purpose

CRM can improve customer retention by 27%, and companies that use CRM systems to the full extent can increase sales by 29%, based on Salesforce studies

2. Problem Definition & Design Thinking

1.3 Empathy map



BAINSTORM:



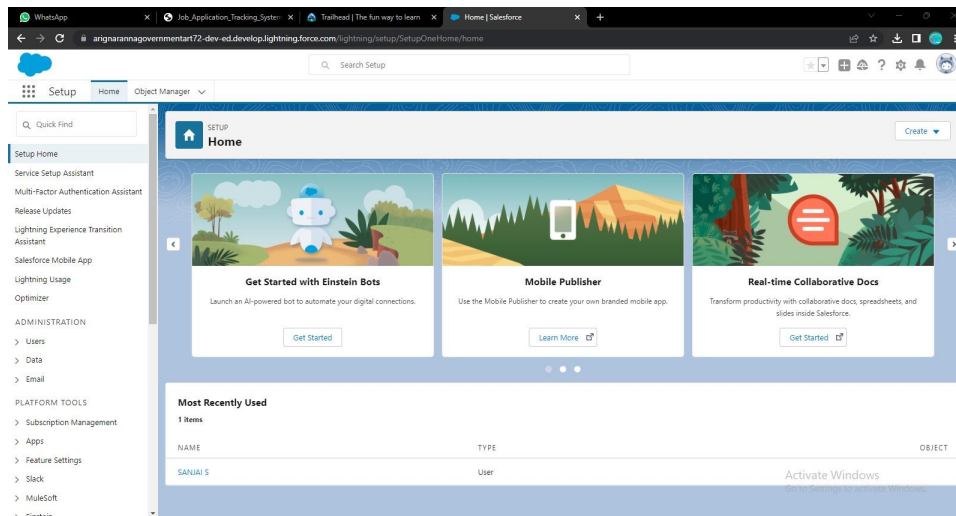
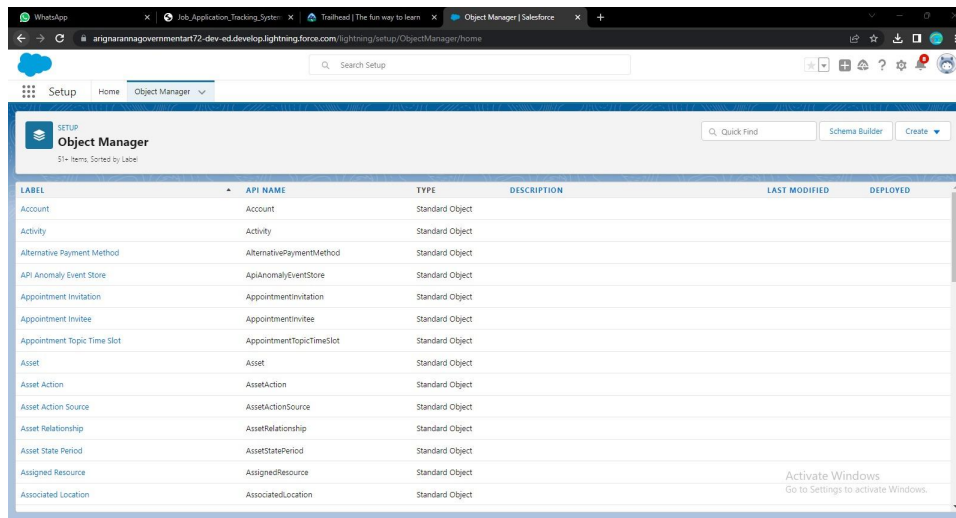
3.1 Data Model

Object name. Fields in the object

Obj1. Field label. Data type
Semester text
Candidate. text

Obj2. Field label. Data type
Course details. text
Lecturer details. text

SCREEN SHOTS



WhatsApp | Job_Application_Tracking_System | Trailhead | The fun way to learn | Profile | Trailblazer.me | sagnaym - Google Search | +

trailblazer.me/progressive2

Complete your profile

Thanks, SANJAI! Just a few more details about you and you're all set!

Company Name* Job Title

Role Name* Relationship To Salesforce*

Country/Region* State*

☒ By checking this box, I am agreeing to the Salesforce Program Agreement and the Developer Main Services Agreement, and acknowledging the Privacy Statement.*

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English

WhatsApp | Job_Application_Tracking_System | New Custom Object | Salesforce | +

arignarannagovernmentart72-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/new

Setup | Home | Object Manager

New Custom Object

Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. [Set up roles](#) [Declaration for Object Manager](#)

Custom Object Definition Edit [Save](#) [Save & New](#) [Cancel](#)

Custom Object Information

The singular and plural labels are used in tabs, page layouts, and reports. [Required information](#)

Label Example: Account

Plural Label Example: Accounts

Starts with vowel 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

Context Name

Enter Record Name Label and Format

The Record Name appears in page layouts, key tabs, related lists, listviews, 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

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Setup | Home | Object Manager

New Custom Object

Optional Features

☒ Allow Reports ☐ Allow Activities ☒ Track Field History ☐ Allow in Chatter Groups ☐ Enable Licensing [?](#)

Object Classification

When these settings are enabled, this object is classified as an Enterprise Application object. When these settings are disabled, this object is classified as a Light Application object. [Learn more](#)

☒ Allow Sharing ☒ Allow Bulk API Access ☒ Allow Streaming API Access

Deployment Status

☐ In Development ☒ Deployed [What is this?](#)

Search Status

When this setting is enabled, your users can find records of this object type when they search. [Learn more](#)

☒ Allow Search

Object Creation Options (Available only when custom object is first created)

☒ Add Notes and Attachments related list to default page layout ☐ Launch New Custom Tab Wizard after saving this custom object

[Save](#) [Save & New](#) [Cancel](#)

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Job_Application_Tracking_System Appointment Invitee | Salesforce

arignarannagovernmentar72-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/AppointmentInvitee/FieldsAndRelationships/view

Setup Home Object Manager

Appointment Invitee

Details

Fields & Relationships
4 Items, Sorted by Field Label

Quick Find New Deleted Fields Field Dependencies Set History Tracking

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Required Resource	IsRequiredResource	Checkbox		
Participant Service Resource	ParticipantServiceResourceId	Lookup(Service Resource)		
Appointment Invitee Number	Name	Auto Number		✓
Appointment Invitation	AppointmentInvitationId	Master-Detail(Appointment Invitation)		✓

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Setup Home Object Manager

Appointment Invitee

Details

Fields & Relationships

Quick Find New Deleted Fields Field Dependencies Set History Tracking

- ☐ Checkbox
- ☐ Currency
- ☐ Date
- ☐ DateTime
- ☐ Email
- ☐ Geolocation
- ☐ Number
- ☐ Percent
- ☐ Phone
- ☐ Picklist
- ☐ Picklist (Multi-Select)
- ☒ Text
- ☐ Text Area
- ☐ Text Area (Long)
- ☐ Text Area (Rich)
- ☐ Text (Encrypted)
- ☐ Time
- ☐ URL

Allows users to select a True (checked) or False (unchecked) value.

Allows users to enter a dollar or other currency amount and automatically formats the field as a currency amount. This can be useful if you export data to Excel or another spreadsheet.

Allows users to enter a date or pick a date from a popup calendar.

Allows users to enter a date and time, or pick a date from a popup calendar. When users click a date in the pop-up, that date and the current time are entered into the DateTime field.

Allows users to enter an email address, which is validated to ensure proper format. If this field is specified for a contact or lead, users can choose the address when clicking Send an Email. Note that custom email addresses cannot be used for mass emails.

Allows users to define locations. Includes latitude and longitude components, and can be used to calculate distance.

Allows users to enter any number. Leading zeros are removed.

Allows users to enter a percentage number. For example, "10" and automatically adds the percent sign to the number.

Allows users to enter any phone number. Automatically formats it as a phone number.

Allows users to select a value from a list you define.

Allows users to select multiple values from a list you define.

Allows users to enter any combination of letters and numbers.

Allows users to enter up to 255 characters on separate lines.

Allows users to enter up to 131,072 characters on separate lines.

Allows users to enter formatted text, add images and links. Up to 131,072 characters on separate lines.

Allows users to enter any combination of letters and numbers and store them in encrypted form.

Allows users to enter a local time. For example, "12:40 PM", "11:42", "11:40:00", and "11:40:00.000" are all valid times for this field.

Allows users to enter any valid website address. When users click on the field, the URL will open in a separate browser window.

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Setup Home Object Manager

Appointment Invitee

Details

Fields & Relationships

Quick Find New Deleted Fields Field Dependencies Set History Tracking

Step 2: Create the field

Field Label: **JOB APPLICATION AND TR**

Please enter the maximum length for a text field below.

Length: **50**

Field Name: **JOB_APPLICATION_AND_T**

Description:

Help Text:

Required: ☒ Always require a value in this field in order to save a record

Unique: ☐ Do not allow duplicate values

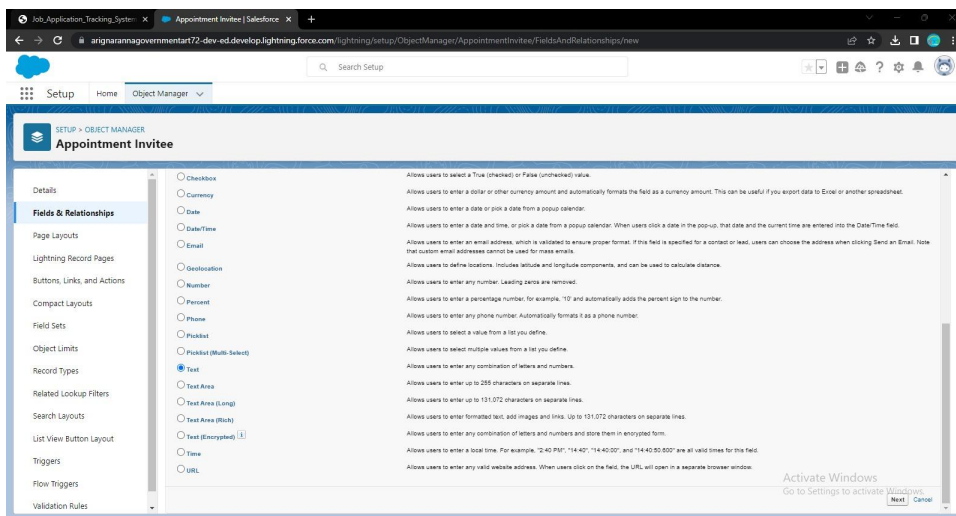
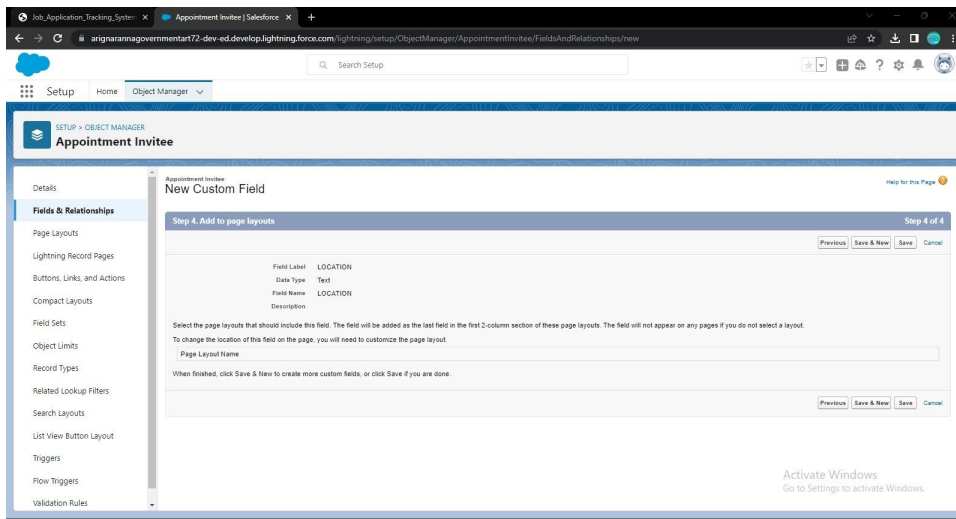
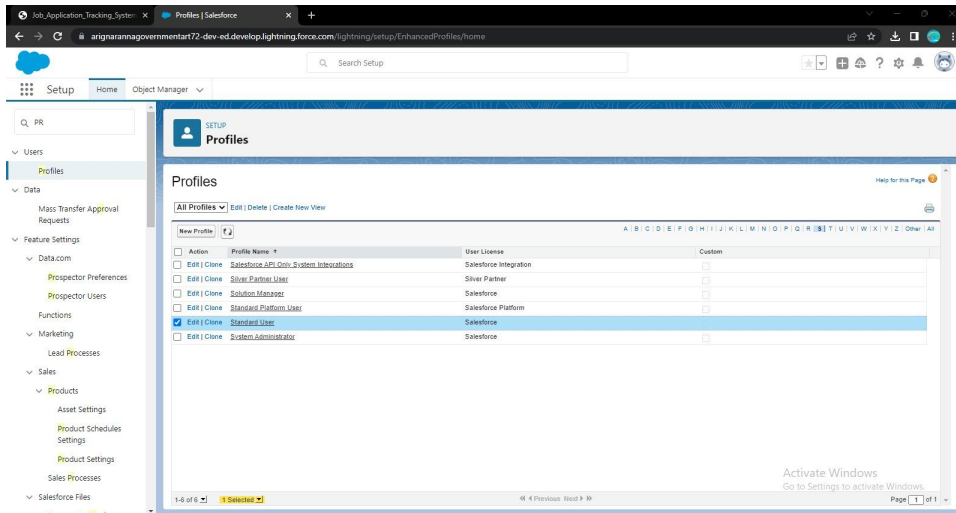
External ID: ☐ Set this field as the unique record identifier from an external system

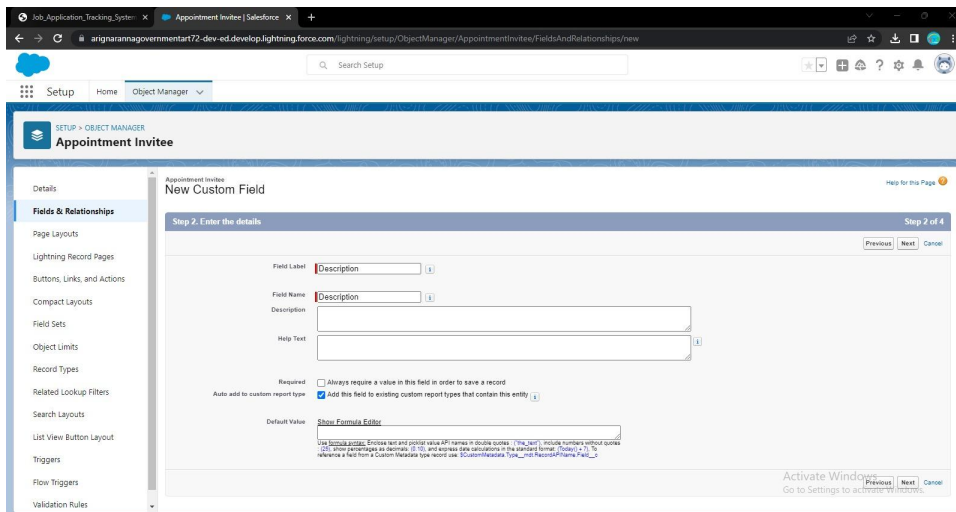
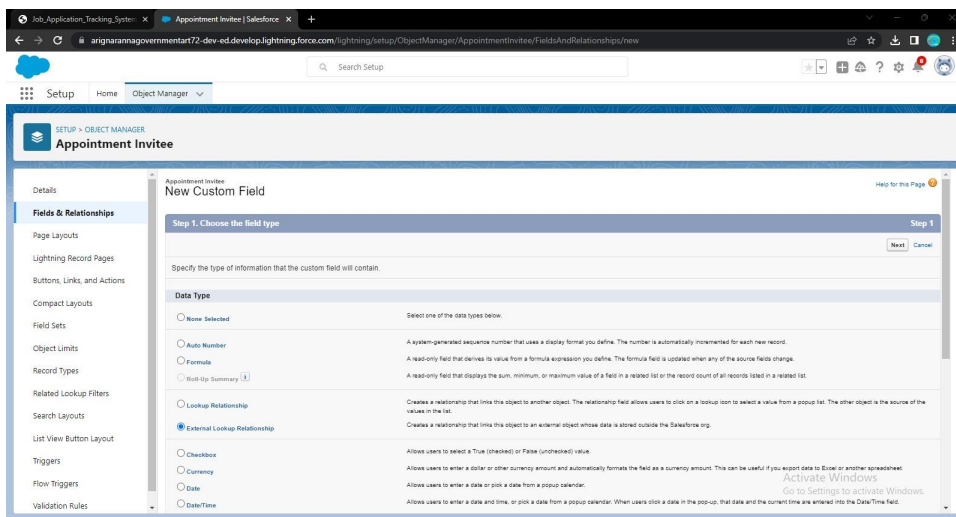
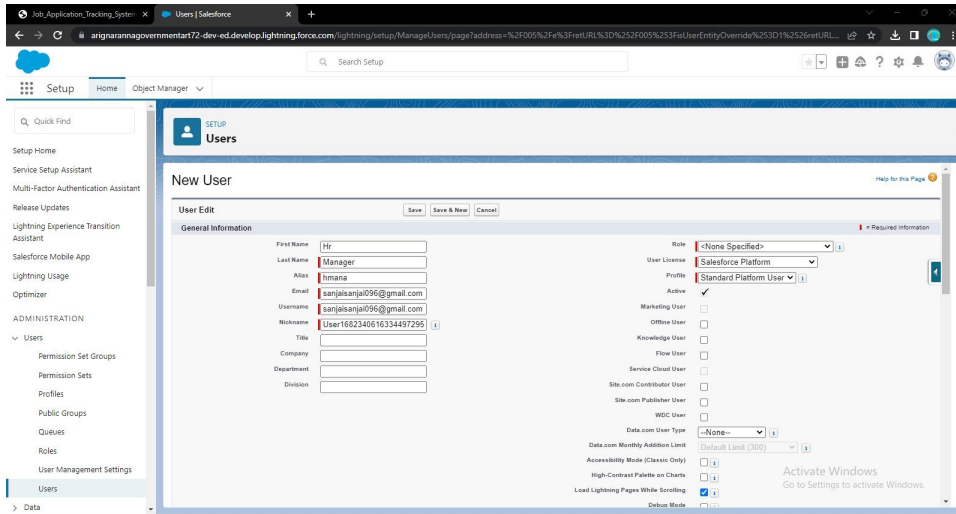
Auto add to custom report type: ☒ Add this field to existing custom report types that contain this entity

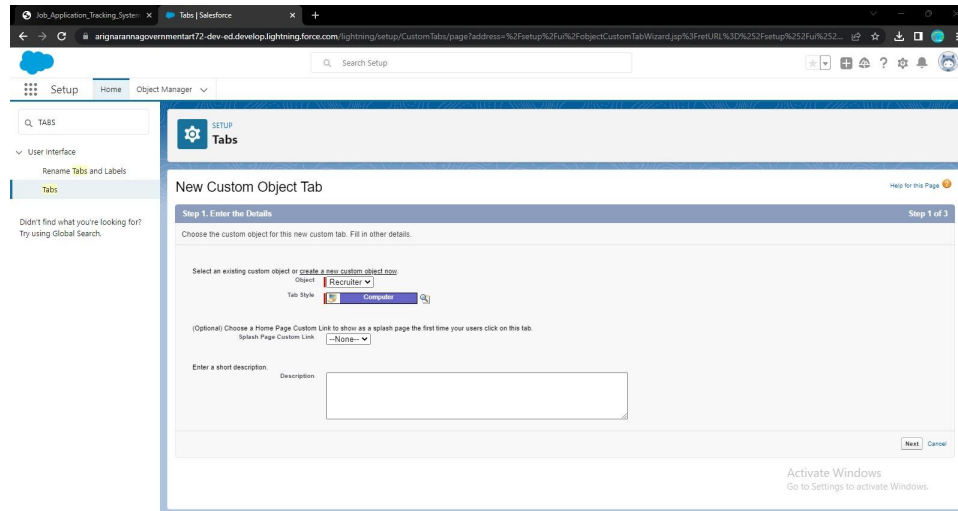
Default Value: [Show Formula Editor](#)

Use formula editor: Enclose text and global value API names in double quotes ("the text"). Include formulas without quotes. Use functions as follows: ISBLANK() and exclude date calculations in the format: "YYYY-MM-DD". To reference a field from a Custom Metadata type record use: \$CustomMetadata.Type__md.RecordName.Field__c

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4. Trailhead profile public URL

Team lead: SHAKINABANU. B
<https://trailblazer.me/id/sbanu137>

Team member 1: Praveen kumar. D
<https://trailblazer.me/id/pkumar4941>

Team member 2: Sanjai. S
<https://trailblazer.me/id/sanjs51>

Team member 3: Sevanti. T
<https://trailblazer.me/id/sevvt>

5. Advantages and disadvantages

Advantages,

... Better knowledge of your customers

... Better segmentation

... Better customer retention

... Better anticipation of needs

...Better and speedier communication.

Disadvantages,

CRM costs. One of the greatest challenges to CRM implementation is cost.

Business culture. A lack of commitment or resistance to cultural change from people within the company can cause major difficulties with CRM implementation.

Application

Customer relationship management (CRM) is a technology for managing all your company's relationships and interactions with customers and potential customers. The goal is simple: Improve business relationships. A CRM system helps companies stay connected to customers, streamline processes, and improve profitability.

7. Conclusion

Customer Relationship Management enables a company to align its strategy with the needs of the customer in order to best meet those needs and thus ensure long-term customer loyalty.⁸ Future scope CRM systems might imply automation, but many only offer baseline automation options. The future of CRM will include users who demand more functionality. They'll be looking for providers that cover typical CRM essentials as well as more sophisticated automation.