

- **INTRODUCTION**

- Overview

RETAIL MANAGEMENT APPLICATION USING SALESFORCE (RMA) is a CRM to govern business activities involved in selling goods and services to consumers for their personal, family, or household etc. It consists two applications, one is sales app for sales reps to use this application and store customers data, and the second application is a service app for service app for service reps/agents to provide support to customers in dealing cases.

- Purpose

To enable RETAIL MANAGEMENT APPLICATION USING SALESFORCE. RMA is a set of solutions built on the Salesforce platform designed to help retail companies manage their operations and customer relationships.

- **Problem Definition & Design Thinking**

- Empathy map



Empathy map

Use this framework to develop a deep, shared understanding and empathy for other people. An empathy map helps describe the aspects of a user's experience, needs and pain points, to quickly understand your users' experience and mindset.

[Share template feedback](#)



Build empathy

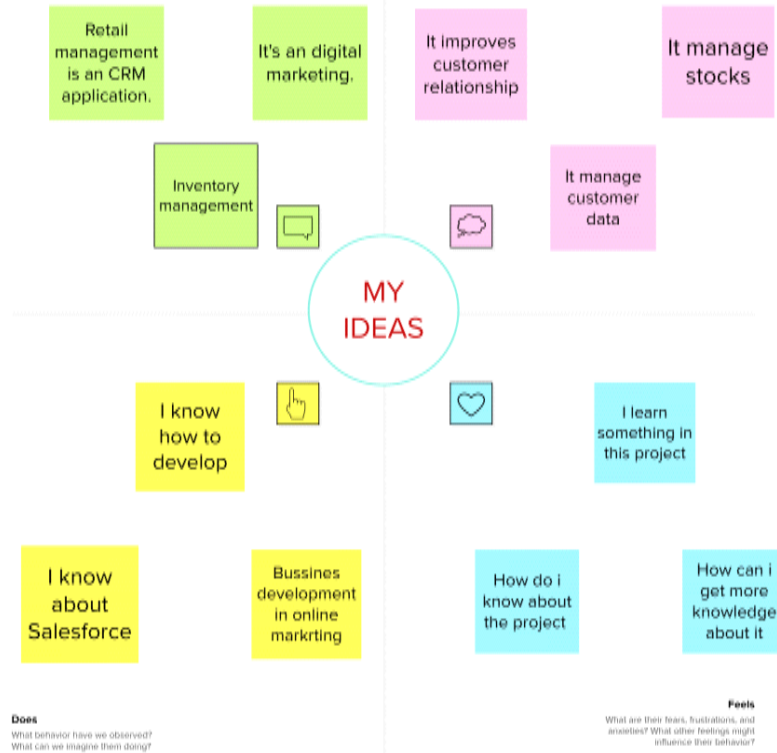
The information you add here should be representative of the observations and research you've done about your users.

Says

What have we heard them say?
What can we imagine them saying?

Thinks

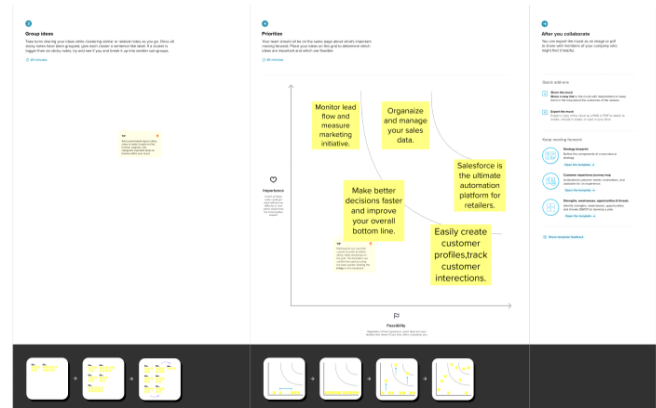
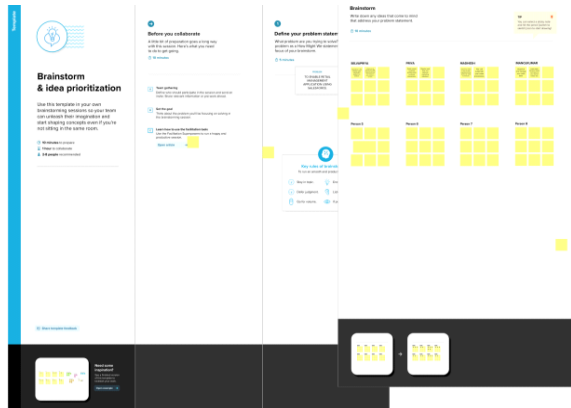
What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



**Need sc
inspirati**
See a breath
of this tem,
kickstart yo
[Open exa](#)



Ideation & Brainstorming Map



RESULT

SALES APP

Object name		Fields in the Object	
	Data type	Field label	Data type
Campaign		Campaign name	Text(80)
Leads		Leads name	Text(8)
Accounts		Accounts name	Text(80)
Contacts		Contacts name	Text(80)
Opportunities		Opportunities name	Text(80)
Products		Products name	Text(80)
Warehouse		Warehouse name	Text(80)
Sales order		Sales order name	Text(80)
Dispatch/Tracking		Dispatch/Tracking name	Master - Details(sales order -sales)

SERVICE APP

Object name		Fields in the Object	
	Data type	Field label	Data type
Cases		Cases name	Text(80)
Accounts		Accounts name	text(80)

ACTIVITY & SCREESHOTS

The top screenshot shows the Salesforce Setup interface for the 'Accounts-sales' object. The left sidebar lists various setup options, and the main area displays the object's details, including its description, API Name, and various labels. The bottom screenshot shows the 'Users' management page, which includes a search bar, a list of users, and a detailed view of a specific user's information, such as their email, phone number, and last login date.

Home | Salesforce x Users | Salesforce x Service app - Lightning App Buil

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/visualEditor/appBuilder.app?id=02u2w000004Azz4AAC&retUrl=https%3A%2F%2Fgovernmentartsan...

Lightning App Builder App Settings Pages Service app Help

App Settings

App Details & Branding

App Options

Utility Items (Desktop Only)

Navigation Items

User Profiles

App Details & Branding

Give your Lightning app a name and description. Upload an image and choose the highlight color for its navigation bar.

App Details

* App Name ⁱ

Service app

* Developer Name ⁱ

Priya

Description ⁱ

Service app for service reps/agents to provide support to customers in dealing cases.

App Branding

Image ⁱ

Primary Color Hex Value ⁱ

#0070D2

Org Theme Options

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

App Launcher Preview

Service app

Service app for service reps/agents to provide support...

Home | Salesforce x Users | Salesforce x

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000GA9HZ%3FnoRedirect%3D1%26isUser...

Setup Home Object Manager

users

Users

Permission Set Groups

Permission Sets

Profiles

Public Groups

Queues

Roles

User Management Settings

Users

Feature Settings

Data.com

Prospector Users

Didn't find what you're looking for? Try using Global Search.

SETUP Users

User

Selvapriya Selvamohan

Permission Set Assignments (0) | Permission Set Assignments Activation Required (0) | Permission Set Group Assignments (0) | Permission Set License Assignments (0) | Personal Groups (0) | Public Group Memberships (0) | Queue Memberships (0) | Team (0) | Managers in the Role Hierarchy (0) | OAuth Connected Apps (0) | Third-Party Account Links (0) | Installed Mobile Apps (0) | Authentication Settings for External Systems (0) | Login History (1x) | User Provisioning Accounts (0)

User Detail

Edit Sharing Reset Password Freeze

Name	Selvapriya Selvamohan	Role	CEO
Alias	priya	User License	Salesforce
Email	selvaolvaselvamohan@gmail.com	Profile	Standard User
Username	guifi@acme.com	Active	<input checked="" type="checkbox"/>
Nickname	Guifi	Marketing User	<input checked="" type="checkbox"/>
Title	Retail management application using salesforce	Offline User	<input type="checkbox"/>
Company	Govt arts and science college karambakkudi	Knowledge User	<input type="checkbox"/>
Department	Mathematics	Flow User	<input type="checkbox"/>
Division	A	Service Cloud User	<input type="checkbox"/>
Address	arijana street karambakkudi pudhuikottai 622362 Tamilnadu India	Site.com Contributor User	<input type="checkbox"/>
Time Zone	(GMT+05:30) India Standard Time (Asia/Kolkata)	Site.com Publisher User	<input type="checkbox"/>
Locale	English (India)	WDC User	<input type="checkbox"/>

Home | Salesforce x Sales app - Lightning App Builder x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/visualEditor/appBuilder.app?id=02u2w000004AzyzAAC&retUrl=https%3A%2F%2Fgovernmentartsan...

Lightning App Builder App Settings Pages Sales app Help

App Settings

- App Details & Branding
- App Options
- Utility Items (Desktop Only)
- Navigation Items
- User Profiles**

User Profiles

Choose the user profiles that can access this app.

Available Profiles

Type to filter list...

- Analytics Cloud Integration User
- Analytics Cloud Security User
- Authenticated Website
- Authenticated Website
- Contract Manager
- Custom: Marketing Profile
- Custom: Sales Profile
- Custom: Support Profile
- Customer Community Login User

Selected Profiles

System Administrator

Type here to search

09:20 12-04-2023

Home | Salesforce x Sales app - Lightning App Builder x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/visualEditor/appBuilder.app?id=02u2w000004AzyzAAC&retUrl=https%3A%2F%2Fgovernmentartsan...

Lightning App Builder App Settings Pages Sales app Help

App Settings

- App Details & Branding
- App Options
- Utility Items (Desktop Only)
- Navigation Items**
- User Profiles

Navigation Items

Choose the items to include in the app, and arrange the order in which they appear. Users can personalize the navigation to add or move items, but users can't remove or rename the items that you add. Some navigation items are available only for phone or only for desktop. These items are dropped from the navigation bar when the app is viewed in a format that the item doesn't support.

Available Items Create

Type to filter list...

- Accounts
- Accounts-service
- Alert Settings
- All Sites
- Alternative Payment Methods
- App Launcher
- Appointment Invitations
- Approval Requests

Selected Items

- Campaign-sales
- Leads-sales
- Contacts-sales
- Opportunities-sales
- Products-sales
- Warehouses-sales
- Sales orders-sales
- Dispatch/Trakings
- Accounts-sales
- ...

Type here to search

09:19 12-04-2023

Home | Salesforce x Sales app - Lightning App Builder x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/visualEditor/appBuilder.app?id=02u2w000004AzyzAAC&retUrl=https%3A%2F%2Fgovernmentartsan...

Lightning App Builder App Settings Pages Sales app ? Help

App Settings

App Details & Branding

App Options

Utility Items (Desktop Only)

Navigation Items

User Profiles

App Details & Branding

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App Details

* App Name ¹

Sales app

* Developer Name ¹

Selvapriya

Description ¹

Sales app for sales reps to use this application and store customers data.

App Branding

Image ¹

Primary Color Hex Value ¹

#0070D2

Org Theme Options

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

App Launcher Preview

Sales app

Sales app for sales reps to use this application and s...

Type here to search

Home | Salesforce x App Manager | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

Search Setup

Setup Home Object Manager

app mana

Apps

App Manager

Didn't find what you're looking for? Try using Global Search.

Lightning Experience App Manager

New Lightning App New Connected App

Clone Apps(Beta)

Quickly create new Lightning apps by cloning existing apps. To use the beta feature, indicate that you've read all legal requirements and agree to participate by toggling Enable App Cloning. See additional details and terms in the [Winter '23 release notes](#)

Enable App Cloning ☐ Disabled

24 items • Sorted by App Name • Filtered by All appmenuitems - TabSet Type

	App Name	Developer Name	Description	Last Modified ...	Ap...	Vi...
1	Subscription Man...	RevenueCloudConsole	Get started automating your revenue processes	28/03/2023, 10:15 am	Lightning	✓
2	Site.com	Sites	Build pixel-perfect, data-rich websites using the drag-and-dr...	28/03/2023, 10:15 am	Classic	✓
3	Service Console	LightningService	(Lightning Experience) Lets support agents work with multipl...	28/03/2023, 10:15 am	Lightning	✓
4	Service app	Priya	Service app for service reps/agents to provide support to cu...	07/04/2023, 8:28 pm	Lightning	✓
5	Service	Service	Manage customer service with accounts, contacts, cases, an...	28/03/2023, 10:15 am	Classic	✓

https://governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/one/on...

Type here to search

09:13 12-04-2023

Home | Salesforce x App Manager | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

Search Setup

Setup Home Object Manager

app mana

Apps

App Manager

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Lightning Experience App Manager

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2	Site.com	Sites	Build pixel-perfect, data-rich websites using the drag-and-dr...	28/03/2023, 10:15 am	Classic	✓
3	Service Console	LightningService	(Lightning Experience) Lets support agents work with multipl...	28/03/2023, 10:15 am	Lightning	✓
4	Service app	Priya	Service app for service reps/agents to provide support to cu...	07/04/2023, 8:28 pm	Lightning	✓
5	Service	Service	Manage customer service with accounts, contacts, cases, an...	28/03/2023, 10:15 am	Classic	✓

https://governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/one/one.app#/setup/NavigationMenus/home

Home | Salesforce x Tabs | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/home

Search Setup

Setup Home Object Manager

tabs

User Interface

Rename Tabs and Labels

Tab

Didn't find what you're looking for? Try using Global Search.

Setup Tabs

Action	Label	Tab Style	Description
Edit Del	Accounts-sales	Alarm clock	
Edit Del	Accounts-service	Globe	We capture customer data
Edit Del	Campaign-sales	Phone	We do promotions by using this object
Edit Del	Cases-service	Helicopter	Historical problems of customers will be stored here
Edit Del	Contacts-sales	Fan	Employees data of customer
Edit Del	Dispatch/Trakings	Motorcycle	Orders dispatch related info will be stored here
Edit Del	Leads-sales	CRT TV	We capture leads here
Edit Del	Opportunities-sales	Car	SMB sales order data
Edit Del	Parents	Camera	
Edit Del	Products-sales	Bank	Here we store product details i.e electronic types
Edit Del	Receipts	Laptop	
Edit Del	Sales orders-sales	Desk	This is an actual order which has invoice details
Edit Del	Students	IP Phone	
Edit Del	Warehouses	Airplane	We capture stocks data
Edit Del	Warehouses-sales	Ship	We capture stock data

Home | Salesforce x Dispatch/Tracking | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/0112w000003HKIA/Details/view

Setup Home Object Manager

Dispatch/Tracking

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

Details Edit Delete

Description

API Name
Dispatch_Tracking__c

Custom

✓

Singular Label
Dispatch/Tracking

Plural Label
Dispatch/Trakings

Enable Reports
✓

Track Activities

Track Field History

Deployment Status
Deployed

Help Settings
Standard salesforce.com Help Window

Type here to search

09:09
12-04-2023

Home | Salesforce x Dispatch/Tracking | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/0112w000003HKIA/FieldsAndRelationships/view

Setup Home Object Manager

Dispatch/Tracking

Details

Fields & Relationships 6 Items, Sorted by Field Label

Quick Find New Deleted Fields Field Dependencies Set History Tracking

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Dispatched	Dispatched__c	Checkbox		
expected date of delivery	expected_date_of_delivery__c	Date		
Last Modified By	LastModifiedById	Lookup(User)		
Sales order	Sales_order__c	Master-Detail(Sales order-sales)		✓
Tracking ID	Name	Text(80)		✓

Type here to search

09:08
12-04-2023

Home | Salesforce x Users | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F0052w00000GA9HZ%3FnoRedirect%3D1%26isUser...

Search Setup

Setup Home Object Manager

users

Users

- Permission Set Groups
- Permission Sets
- Profiles
- Public Groups
- Queues
- Roles
- User Management Settings

Users

- Feature Settings
 - Data.com
 - Prospector Users

Didn't find what you're looking for? Try using Global Search.

SETUP Users

Language	English	Mobile Push Registrations	View
Delegated Approver		Data.com User Type	1
Manager		Accessibility Mode (Classic Only)	1
Receive Approval Request Emails	Only if I am an approver	Debug Mode	1
Federation ID	selvapriyaseelvamohan@gmail.com	High-Contrast Palette on Charts	1
App Registration: One-Time Password Authenticator	1	Load Lightning Pages While Scrolling	1
App Registration: Salesforce Authenticator	1	Salesforce CRM Content User	✓
Security Key (U2F or WebAuthn)	1	Receive Salesforce CRM Content Email Alerts	✓
Lightning Login	1	Receive Salesforce CRM Content Alerts as Daily Digest	✓
Temporary Verification Code (Expires in 1 to 24 Hours)	(Generate) 1	Make Setup My Default Landing Page	
		Allow Forecasting	
		Call Center	
		Phone	
		Extension	
		Fax	
		Mobile	9655018692
		Email Encoding	Unicode (UTF-8)
		Employee Number	4
		Used Data Space	0 B (View)
		Used File Space	0 B (View)

Home | Salesforce x Dispatch/Tracking | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/0112w000003HKIA/edit?address=%2F0112w000003HKIA%2F%3Fret...

Search Setup

Setup Home Object Manager

SETUP > OBJECT MANAGER

Dispatch/Tracking

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

Edit Custom Object

Dispatch/Tracking

Custom Object Definition Edit

Save Save & New Cancel

Custom Object Information

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

Label Dispatch/Tracking Example: Account

Plural Label Dispatch/Trakings Example: Accounts

Starts with vowel sound ☐

The Object Name is used when referencing the object via the API.

Object Name Dispatch_Tracking Example: Account

Description

Context-Sensitive Help Setting

☒ Open the standard Salesforce.com Help & Training window

☐ Open a window using a Visualforce page

Home | Salesforce x Home | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/SetupOneHome/home

Search Setup

Setup Home Object Manager

Quick Find

Setup Home

Service Setup Assistant

Multi-Factor Authentication Assistant

Release Updates

Lightning Experience Transition Assistant

Salesforce Mobile App

Lightning Usage

Optimizer

ADMINISTRATION

> Users

> Data

> Email

PLATFORM TOOLS

> Subscription Management

> Apps

Most Recently Used

10 items

NAME	TYPE	OBJECT
Product name	Custom Field Definition	Warehouse-sales
Warehouse-sales	Custom Object Definition	
Stock available	Custom Field Definition	Warehouse-sales
Accounts-sales	Custom Object Definition	
Campaign-sales	Custom Object Definition	
Accounts-sales	Custom Object Definition	
Accounts-service	Custom Object Definition	
Cases-service	Custom Object Definition	
Warehouse Layout	Page Layout	Warehouse-sales
Warehouse	Custom Object Definition	

Type here to search

09:06 12-04-2023

Home | Salesforce x Home | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/SetupOneHome/home

Search Setup

Setup Home Object Manager

Quick Find

Setup Home

Service Setup Assistant

Multi-Factor Authentication Assistant

Release Updates

Lightning Experience Transition Assistant

Salesforce Mobile App

Lightning Usage

Optimizer

ADMINISTRATION

> Users

> Data

> Email

PLATFORM TOOLS

> Subscription Management

SETUP Home Create

Get Started with Einstein Bots

Launch an AI-powered bot to automate your digital connections.

Get Started

Mobile Publisher

Use the Mobile Publisher to create your own branded mobile app.

Learn More

Real-time Collaborative Docs

Transform productivity with collaborative docs, spreadsheets, and slides inside Salesforce.

Get Started

Most Recently Used

10 items

NAME	TYPE	OBJECT
------	------	--------

https://governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/home

Type here to search

09:04 12-04-2023

Home | Salesforce | Products with stock availability |

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Dashboard/0122w00000CUI0EA4/view?queryScope=userFolders

Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Products with stock availa... More

Products with stock availability

Record Count

5

View Report (Products with stock availability)

Edit Component

Report: Products with stock availability

Use chart settings from report

Display As: 123

Value: Record Count

Preview: Products with stock availability

Record Count

5

View Report (Products with stock availability)

Product name: Air conditioner, Fan, Refrigerator, Test case, Washing machine

Cancel Update

Home | Salesforce | Products with stock availability |

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Report/00O2w00000EeF2QEAV/view?queryScope=userFolders

Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Sales orders-sales Reports More

Report: Warehouses-sales

Products with stock availability

Enable Field Editing Add Chart Edit

4

Warehouse-sales: Warehouse Name →		Chennai	Hyderabad	Kolkata	Mumbai	Total				
Product name	Stock available →	3	Subtotal	1	Subtotal	2	Subtotal	4	Subtotal	
<input type="checkbox"/> Air conditioner	Record Count	0	0	1	1	0	0	0	0	1
<input type="checkbox"/> Fan	Record Count	0	0	0	0	1	1	0	0	1
<input type="checkbox"/> Refrigerator	Record Count	1	1	0	0	0	0	0	0	1
<input type="checkbox"/> Washing machine	Record Count	0	0	0	0	0	0	1	1	1
Total	Record Count	1	1	1	1	1	1	1	1	4

Details (4 Rows) Click an intersection in the table above to filter details.

	Warehouse-sales: ID	Warehouse-sales: Owner Name	Warehouse-sales: Owner Alias	Warehouse-sales: Owner Role	Warehouse-sales: Created By	Warehouse-sales: Created Alias	Warehouse-sales:
1	a052w00000GWTJ	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
2	a052w00000GWSBD	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
3	a052w00000GWSBN	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
4	a052w00000GWSBJ	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	

Row Counts Detail Rows Subtotals Grand Total Stacked Summaries

Home | Salesforce

Products with stock availability |

+

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Report/00O2w00000EeF2QEAV/view?queryScope=userFolders

Q Search...

Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Sales orders-sales Reports More

Report: Warehouses-sales

Products with stock availability

Enable Field Editing

Q

Add Chart

Y

↺

Edit

Total Records
4

Warehouse-sales: Warehouse Name →		Chennai		Hyderabad		Kolkata		Mumbai		Total
Product name	Stock available →	3	Subtotal	1	Subtotal	2	Subtotal	4	Subtotal	
<input type="checkbox"/> Air conditioner	Record Count	0	0	1	1	0	0	0	0	1
<input type="checkbox"/> Fan	Record Count	0	0	0	0	1	1	0	0	1
<input type="checkbox"/> Refrigerator	Record Count	1	1	0	0	0	0	0	0	1
<input type="checkbox"/> Washing machine	Record Count	0	0	0	0	0	0	1	1	1

Details (4 Rows) Click an intersection in the table above to filter details.

	Warehouse-sales: ID	Warehouse-sales: Owner Name	Warehouse-sales: Owner Alias	Warehouse-sales: Owner Role	Warehouse-sales: Created By	Warehouse-sales: Created Alias	Warehouse-sales:
1	a052w00000G7G7J	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
2	a052w00000G7G8D	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
3	a052w00000G7G8N	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	
4	a052w00000G7G8J	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv	

Row Counts Detail Rows Subtotals Grand Total Stacked Summaries

Home | Salesforce

Report Builder | Salesforce

+

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Report/00O2w00000EeF2QEAV/edit?queryScope=userFolders

Q Search...

Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Sales orders-sales Reports More

REPORT

New Warehouses-sales Report Warehouses-sales

↺

Add Chart

Save & Run

Save

Close

Run

Outline Filters

Previewing a limited number of records. Run the report to see everything. Update Preview Automatically

Warehouse-sales: Warehouse Name →		Chennai		Hyderabad		Kolkata		Mumbai		Total
Product name	Stock available →	3	Subtotal	1	Subtotal	2	Subtotal	4	Subtotal	
Air conditioner	Record Count	0	0	1	1	0	0	0	0	1
Fan	Record Count	0	0	0	0	1	1	0	0	1
Refrigerator	Record Count	1	1	0	0	0	0	0	0	1
Washing machine	Record Count	0	0	0	0	0	0	1	1	1
Total	Record Count	1	1	1	1	1	1	1	1	4

Details (4 Rows) Click an intersection in the table above to filter details.

	Warehouse-sales: ID	Warehouse-sales: Owner Name	Warehouse-sales: Owner Alias	Warehouse-sales: Owner Role	Warehouse-sales: Created By	Warehouse:
1	a052w00000G7G7J	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv
2	a052w00000G7G8D	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv
3	a052w00000G7G8N	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv
4	a052w00000G7G8J	Selvapriya Selvamohan	SSelv	-	Selvapriya Selvamohan	SSelv

Row Counts Detail Rows Subtotals Grand Total Stacked Summaries Conditional Formatting

Home | Salesforce x New Warehouses-sales Report | x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Report/00O2w00000EeFz2EAF/view

Search...

Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Sales orders-sales Reports More

Report: Warehouses-sales New Warehouses-sales Report

Enable Field Editing Add Chart Edit

Total Records
4

Product name	Warehouse-sales: Warehouse Name	Stock available
Air conditioner (1)	Hyderabad	1
Subtotal		
Fan (1)	Kolkata	2
Subtotal		
Refrigrator (1)	Chennai	3
Subtotal		
Washing machine (1)	Mumbai	4
Subtotal		
Total (4)		

Row Counts Detail Rows Subtotals Grand Total

Home | Salesforce x Hyderabad | Salesforce x +

governmentartsandscienc-38f-dev-ed.develop.lightning.force.com/lightning/r/Warehouse__c/a052w00000GWG7jAAH/view

Search...

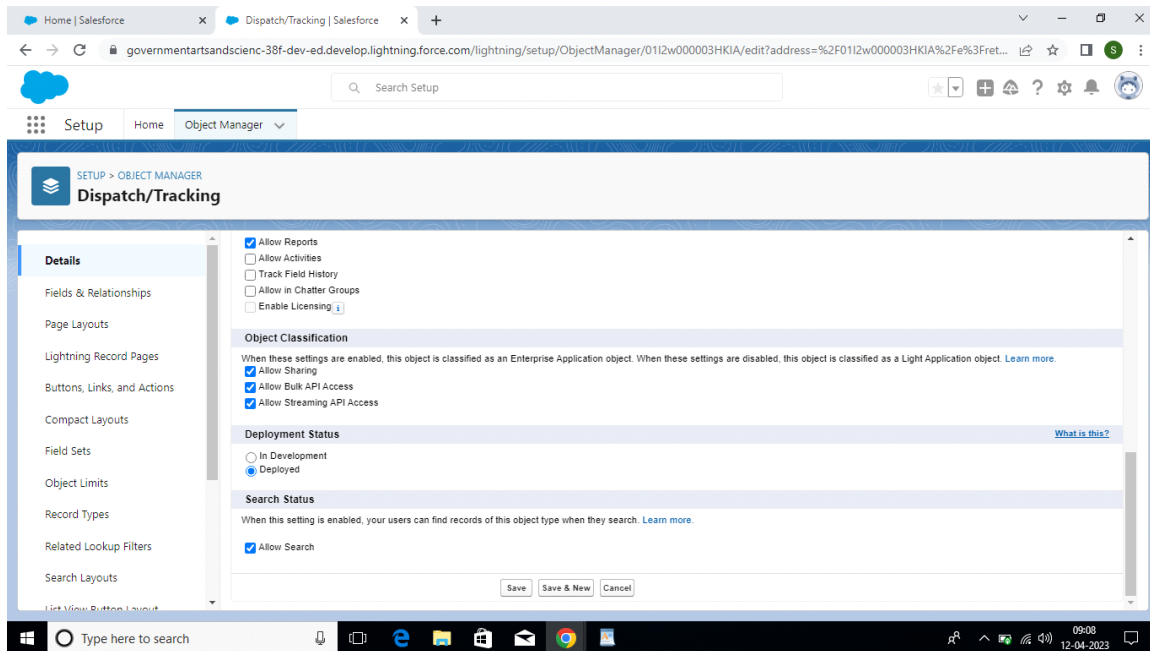
Sales app Campaign-sales Leads-sales Contacts-sales Opportunities-sales Products-sales Warehouses-sales Sales orders-sales More

Warehouse-sales Hyderabad

New Contact Edit New Opportunity

Related Details

Warehouse Name	Owner
Hyderabad	Selvapriya Selvamohan
Product name	
Air conditioner	
Stock available	
1	
Created By	Last Modified By
Selvapriya Selvamohan, 12/04/2023, 12:53 pm	Selvapriya Selvamohan, 12/04/2023, 12:53 pm



- **Trailhead Profile Public URL**
Team Lead - <https://trailblazer.me/id/sselvamohan>
Team Member 1 - <https://trailblazer.me/id/mravi198>
Team Member 2 - <https://trailblazer.me/id/mveeran8>
Team Member 3 – <https://trailblazer.me/id/priyar64>

- **ADVANTAGES**
 - 1. Develop leadership skills.**
 - 2. Excellent job opportunities.**
 - 3. Improve analytical abilities.**

DISADVANTAGES

- 1. Lower profit margin**
- 2. Impersonal**

3.Social exclusion

- **APPLICATIONS**

Electronic things,Food,Clothing & textiles,Consumer Durables ,Footwear,Jewelry,Books,Fuel etc.

- **CONCLUSION**

Understanding of customer needs and the marketing mix is absolutely excrecial for the functioning of a buisness.

- **FUTURE SCOPE**

A vibrant business with a wide range of sectors,retaling is home to some of the biggest corporations in the world.candidates with a background in retail management might begin their careers in management, administration, sales, goods shipment,and client communication.