

# Project Report Template

## 1 INTRODUCTION

### Candidate Scoring

. LinkedIn

Extension. Drag &

Drop Pipeline.

Task Automation.

Collaboration. AI

Recruitment ATS

& CRM for

Recruiters. All-In

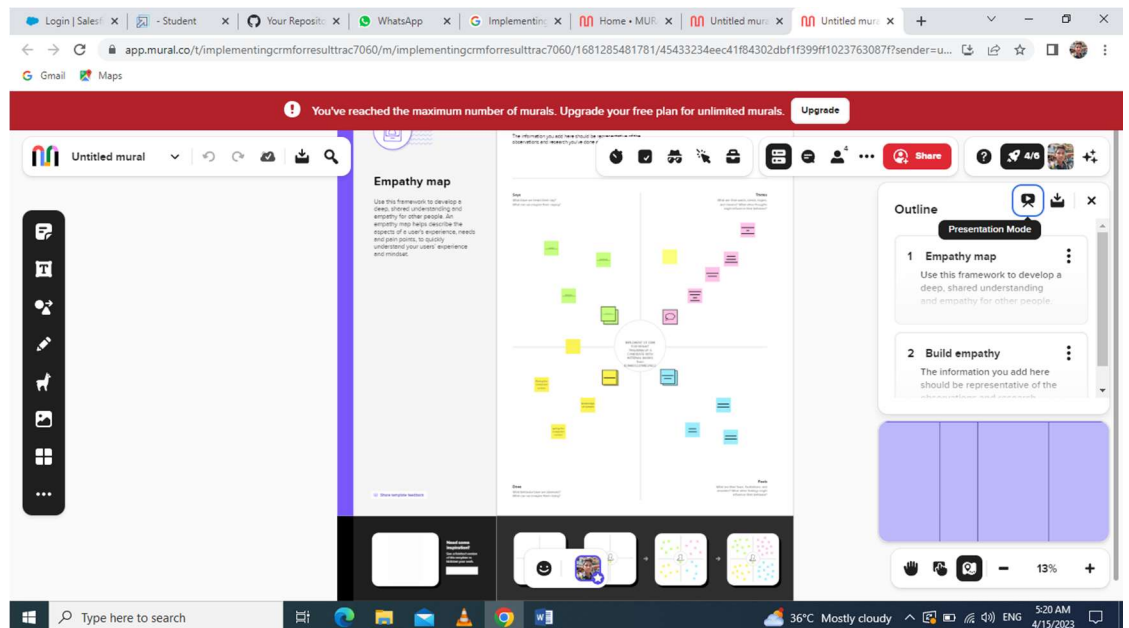
One Platform To

Manage Hiring

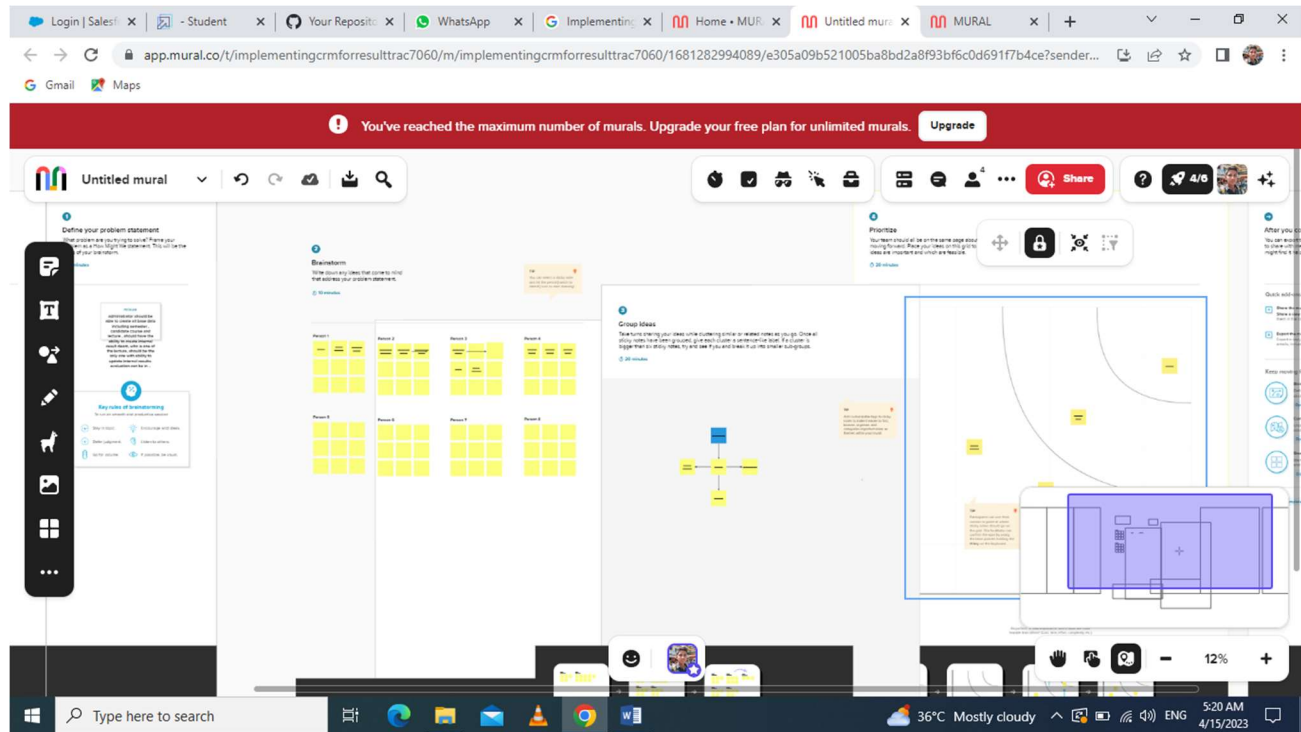
Process.

## 2 Problem Definition & Design Thinking

### 2.1 Empathy Map



## 2.2 Ideation & Brainstorming Map



## 3 RESULT

### 3.1 Data Model:

Object name	Fields in the Object	
Semester	Field label	Data type
	Semester	Data

### 3.2 Activity & Screenshot

salesforce login - Search x Tabs | Salesforce x +

https://governmentartscollegeform9-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/home

Search Setup

Setup Home Object Manager

tabs

User Interface

Rename Tabs and Labels

Tabs

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

### SETUP Tabs

New What Is This?

Action	Label	Tab Style	Description
Edit   Del	candidates	Chalkboard	
Edit   Del	Semesters	Castle	

Web Tabs

No Web Tabs have been defined

Visualforce Tabs

No Visualforce Tabs have been defined

Lightning Component Tabs

No Lightning component tabs have been defined

Lightning Page Tabs

No Lightning Page Tabs have been defined

Type here to search

salesforce login - Search x Tabs | Salesforce x +

https://governmentartscollegeform9-dev-ed.develop.lightning.force.com/lightning/setup/CustomTabs/home

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https://governmentartscollegeform9-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

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### New Lightning App

Available Items

Create

Type to filter list...

- Accounts
- Alert Settings
- All Sites
- Alternative Payme...
- App Launcher
- Appointment Invl...
- Approval Requests

Selected Items

- Semesters
- candidates

Back

Next

App Name... Developer... Description... Last Modified... App... VL...

1 All Tabs AllTabSet 15/03/2023, 2... Classic

2 Analytics Studio insights Build CRM An... 15/03/2023, 2... Classic

JavaScript:void(0)

Type here to search

32°C Partly sunny

ENG

11:45

13-04-2023

Search

Web This site

ALL IMAGES VIDEOS

### Tablets - Galaxy Tabs -Get Newest Tablet Series | Samsung India

https://www.samsung.com/in/tablets

Web Looking for a Samsung tabs online? Explore, compare Samsung Galaxy tabs. Find features and specifications and choose ...

### Galaxy Tab S

### All Tablets

Search results from samsung.com

Open in New Tab

CONTENT FROM SAMUNG.COM

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https://governmentartscollegeforme9-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home

### New Lightning App

Available Items | Create

- Accounts
- Alert Settings
- All Sites
- Alternative Payme...
- App Launcher
- Appointment Invi...
- Approval Requests

Selected Items

- Semesters
- candidates

Back | Next

App Name: All Tabs | Developer: AllTabSet | Description: | Last Modified: 15/03/2023, 2:00 | App Version: Classic

1 All Tabs AllTabSet 15/03/2023, 2:00 Classic

2 Analytics Studio Insights Build CRM.An... 15/03/2023, 2:00 Classic

Search Setup

Setup Home | Object Manager

### SETUP Tabs

Step 1: Enter the Details | Step 1 of 3

Choose the custom object for this new custom tab. Fill in other details.

Select an existing custom object or [create a new custom object now](#)

Object: Internal Results | Tab Style: Apple

(Optional) Choose a Home Page Custom Link to show as a splash page the first time your users click on this tab.

Splash Page Custom Link: --None--

Enter a short description.

Description:

Next Cancel

Lightning App Builder | App Settings | Pages | Candidate Internal Result

### 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

- Accounts
- Alert Settings
- All Sites
- Alternative Payment Methods
- App Launcher
- Appointment Invitations
- Approval Requests
- Asset Action Sources

Selected Items

- Semesters
- candidates
- courses Details
- lecture Datis
- Internal results

javascript:void(0);

33°C Haze | 12:23 | 13-04-2023

salesforce login - Search | App Manager | Salesforce | Users | Salesforce

https://governmentartscollegeforme9-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F005%2Fe%...

Search Setup

Setup Home Object Manager

user

Users

Permission Set Groups

Permission Sets

Profiles

Public Groups

Queues

Roles

User Management Settings

Users

Feature Settings

Data.com

Prospector Users

User Interface

Action Link Templates

Actions & Recommendations

App Menu

SETUP Users

New User

User Edit Save Save & New Cancel

General Information

First Name

Last Name

Alias

Email

Username

Nickname

Title

Company

Department

Division

Role

User License

Profile

Active

Marketing User

Offline User

Knowledge User

Flow User

Service Cloud User

Site.com Contributor User

Site.com Publisher User

WDC User

Data.com User Type

Required Information

33°C Haze 12:33 13-04-2023

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https://governmentartscollegeforme9-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=

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App Menu

SETUP Users

Individual

Mailing Address

Street

City

Zip/Postal Code

State/Province

Country

Single Sign On Information

Federation ID

Locale Settings

Time Zone

Locale

Language

Approver Settings

salesforce login - Search x App Manager | Salesforce x Users | Salesforce x

https://governmentartscollegeform9-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/page?address=%2F005%2Fe%...

Setup Home Object Manager

user

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User Management Settings

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Data.com  
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User Interface  
Action Link Templates  
Actions & Recommendations  
App Menu

SETUP  
Users

New User

User Edit Save Save & New Cancel

General Information

First Name S Madhayan  
Last Name S Maadhu  
Alias s.maadhu  
Email maadhusmadhaiyan@gmail.com  
Username maadhusmadhaiyan@gmail.com  
Nickname User1681369371972533923  
Title  
Company  
Department  
Division

Role <None Specified>  
User License Work.com Only  
Profile Work.com Only User  
Active ☒  
Marketing User ☐  
Offline User ☐  
Knowledge User ☐  
Flow User ☐  
Service Cloud User ☐  
Site.com Contributor User ☐  
Site.com Publisher User ☐  
WDC User ☐  
Data.com User Type

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Setup Home Object Manager

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User Interface  
Action Link Templates  
Actions & Recommendations  
App Menu

SETUP  
Users

New User

User Edit Save Save & New Cancel

General Information

First Name S Madhayan  
Last Name S Maadhu  
Alias s.maadhu  
Email maadhusmadhaiyan@gmail.com  
Username maadhusmadhaiyan@gmail.com  
Nickname User1681369371972533923  
Title  
Company  
Department  
Division

Role <None Specified>  
User License Work.com Only  
Profile Work.com Only User  
Active ☒  
Marketing User ☐  
Offline User ☐  
Knowledge User ☐  
Flow User ☐  
Service Cloud User ☐  
Site.com Contributor User ☐  
Site.com Publisher User ☐  
WDC User ☐  
Data.com User Type

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Setup Home Object Manager

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App Menu

SETUP  
Users

Country  
Federation ID

Single Sign On Information

Locale Settings

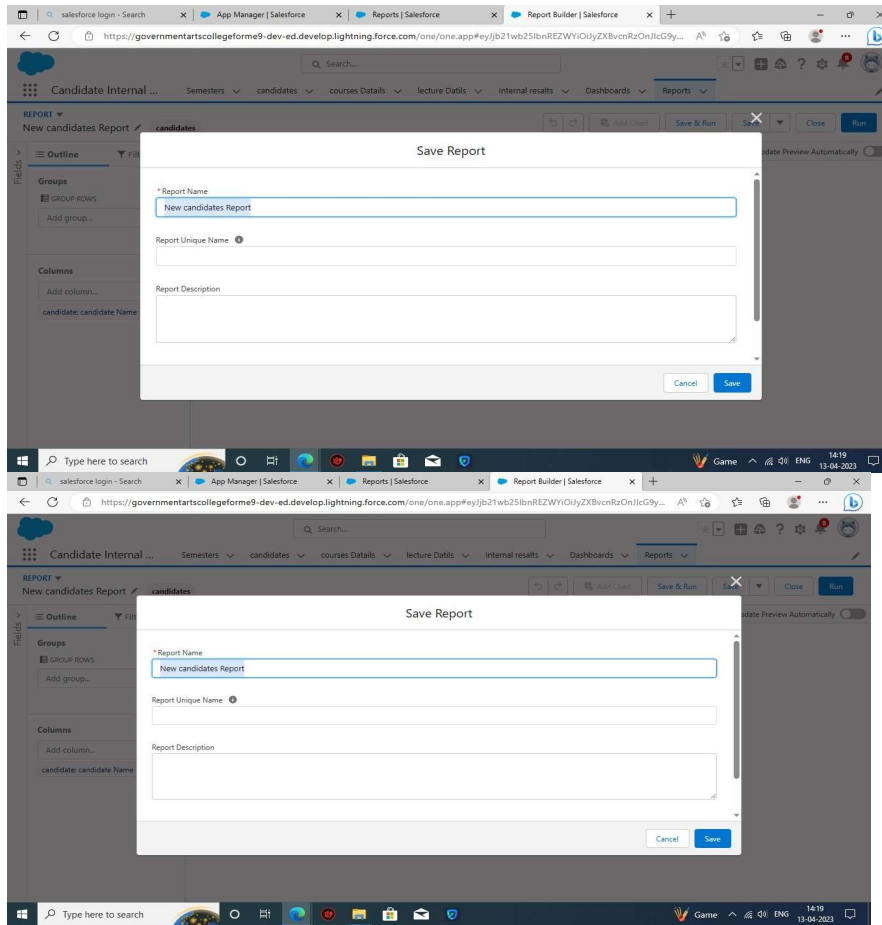
Time Zone (GMT+05:30) India Standard Time (Asia/Kolkata)  
Locale English (India)  
Language English

Approver Settings

Delegated Approver  
Manager  
Receive Approval Request Emails Only if I am an approver  
☒ Generate new password and notify user immediately

Save Save & New Cancel





#### 4 Trailhead Profile Public URL

Team Lead – <https://trailblazer.me/id/ssenthilg>

Team Member 1 –  
<https://trailblazer.me/id/ramam60>

Team Member 2 -  
<https://trailblazer.me/id/pparthi18>

Team Member 3 –  
<https://trailblazer.me/iddines876>

## 5 ADVANTAGES

- A CRM can **help you store customer data such as user behavior, how long a customer has been with your business, purchase records, and notes on sales interaction,**
- CRM software **helps keep track of the process and understand those that work best**
- Implementation is the process of installing CRM software so an organization can manage current and potential customer relationships. Successful CRM implementation can help businesses analyze customer interaction, efficiently track leads and streamline processes.

## 6 DISADVANTAGE

- Business culture, a lack of commitment or resistance to cultural change from people within the company can cause major difficulties with CRM implementation....  
Poor communication...
- Lack of leadership.

## 7 CONCLUSION

Implementation is the process of installing CRM software so an organization can manage current and potential customer relationships.

## 8 FUTURE SCOPE

CRM software **helps keep track of the process and understand those that work best.** By learning the most efficient behavior, you can substantially increase your sales by highlighting and replicating the behaviors that are most effective. CRM software also allows you to know the performance of your employees.