

# Student Course Enrollment Management System

## Phase 1: Project Planning

### Problem Statement

Universities and training institutes struggle with managing student enrollments manually. Students face delays in course registrations, approvals, and tracking schedules. Admin staff spends time on repetitive tasks like approving enrollments, updating rosters, and sending reminders.

**Need:** A Salesforce-based Enrollment Management System to streamline the process.

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### Description

A Salesforce app where:

- Students can request course enrollments.
  - Faculty/Registrar can approve/reject requests.
  - The system manages courses, students, and enrollment records.
  - Automation handles approvals, notifications, and reminders.
  - Reports show course popularity and student participation.
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### Requirement Gathering

#### Functional Requirements

- Maintain Student and Course details.
- Allow Students to request enrollment.
- Auto-calculate course fees based on type.
- Approval process for high-fee courses.
- Send enrollment confirmation email to students.
- Generate reports for course utilization.

#### Non-Functional Requirements

- Secure access: Students see only their enrollments.
  - Mobile-friendly via Salesforce app.
  - Scalable for 10,000+ records.
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## Stakeholder Analysis

- **Students** – End users who request enrollments.
  - **Faculty** – Manage course rosters.
  - **Registrar/Dean** – Approve enrollments & monitor usage.
  - **Admin** – Manages system setup, users, permissions.
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## Business Process Mapping

1. Student logs in → Searches available courses.
  2. Student requests enrollment.
  3. System checks fee → If above ₹20,000 → Approval by Registrar.
  4. Once approved → Email confirmation to student.
  5. Faculty sees updated course roster.
  6. Reports track enrollments by course & revenue.
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## Industry-Specific Use Case Analysis

- **Education Industry:** Institutes, EdTech companies, corporate training teams.
  - **Similar Real-world Apps:** Coursera enrollment systems, university portals.
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## AppExchange Exploration

- Explore “**Education Data Architecture (EDA)**” for Student/Course data model.
- Explore “**Approval Process Apps**” to learn plug-and-play solutions.