

RETAIL MANAGEMENT

APPLICATION USING SALESFORCE

PERFORMANCE &

FINAL SUBMISSION PHASE

REPORT TYPES DASHBOARDS :

Analytical Dashboards

Because analytical dashboards are used by data analysts to support workers across the business, they typically include simple graphic elements and a lot of flexibility for detailed analysis. In this example, you can see how a CPG company can keep track of trends, explore competitive sales and forecast market share.

1. A modern, interactive dashboard provides compelling data visualization and lets you interact with and explore data to gain insights into why things are happening or have happened.
2. Static reports can also include graphs and charts but merely present a snapshot of historical data. They tell you about what happened in the past and are usually run on a regular basis, like daily, weekly or monthly.

Dashboard reporting helps you make better informed decisions by allowing you to not only visualize KPIs and track performance, but also interact with data directly within the dashboard to analyze trends and gain insights. Modern reporting pulls in data from multiple sources to give you a complete picture of your business. Best-in-class dashboards also integrate AI-powered recommendations, big data scalability, embedded visualizations, and governed self-service.

PROJECT DOCUMENTATION:

Project documentation entails creating and maintaining project management documents throughout the different phases of the project life cycle. These project documents allow the project manager to adequately manage, control and deliver the project.

Importance of Project Documentation

Documenting important details of the project thus helps you and the team verify that the ideas being implemented actually make sense. Project documentation simplifies clarifying project expectations and goals, breaking down the deliverables into manageable tasks, managing resources, and keeping all stakeholders on the same page.

Project Budget

The **project budget** is the total estimated cost of a project. It includes a detailed estimate of all costs, such as labor costs, material procurement costs and operating costs, that are likely to be incurred during the completion of project tasks over each phase of a project. It helps with establishing expenditure expectations and with getting project approval from stakeholders, ensuring funds are ready at the right time, and measuring performance.

CBS EXAMPLE



Cost Breakdown Structure (Click on the

The **project management plan** – or **project plan** – is comprehensive document that outlines how the project is executed, monitored, and controlled. It may include baselines, subsidiary management plans, and other planning documents. It highlights vital project information such as deadlines, assignments, and key milestones and is usually represented in the form of a **Gantt chart**.

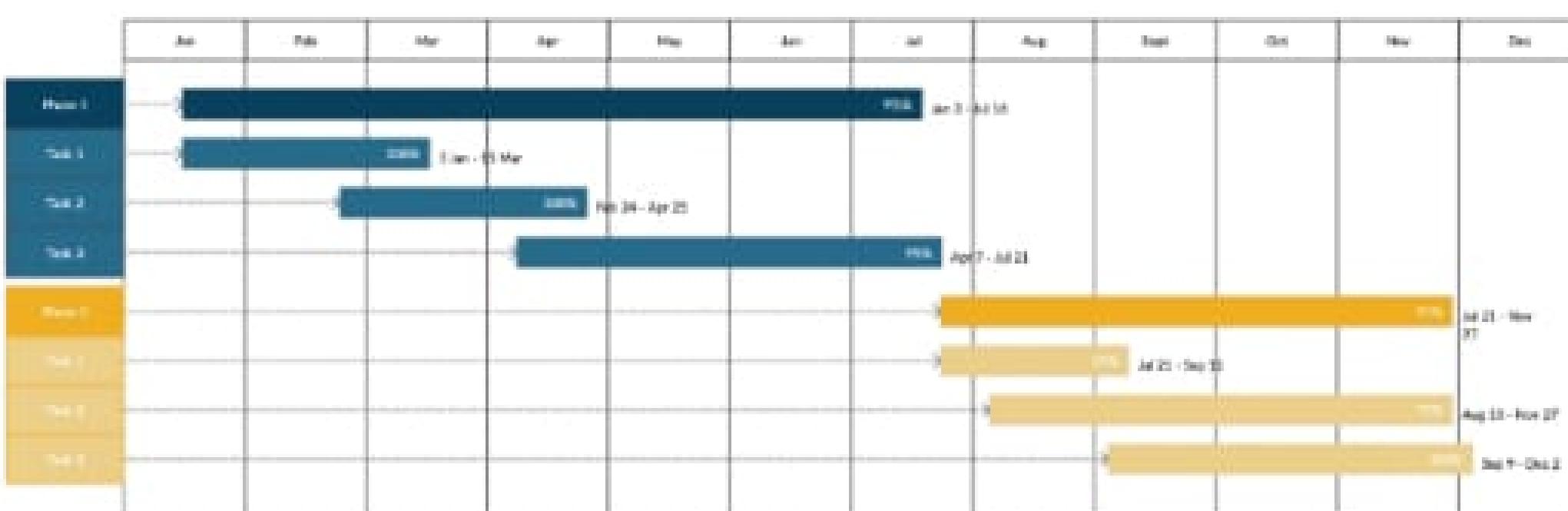
Project Name	Project Manager				
Project Deliverable					
Scope Statement					
Start Date	00/00/0000	End Date	00/00/0000	Overall Progress	0%

Task Name	Assigned To	Start Date	End Date	Duration	Status	Comments
Task 1		00/00	00/00	0	Complete	
Task 2		00/00	00/00	0	Complete	
Task 3		00/00	00/00	0	Complete	
Task 4		00/00	00/00	0	Overdue	
Task 5		00/00	00/00	0	Next	
Task 6		00/00	00/00	0	Next	
Task 7		00/00	00/00	0	Next	
Task 8		00/00	00/00	0	Next	
Task 9		00/00	00/00	0	Next	
Task 10		00/00	00/00	0	Next	
Task 11		00/00	00/00	0	Next	
Task 12		00/00	00/00	0	Next	

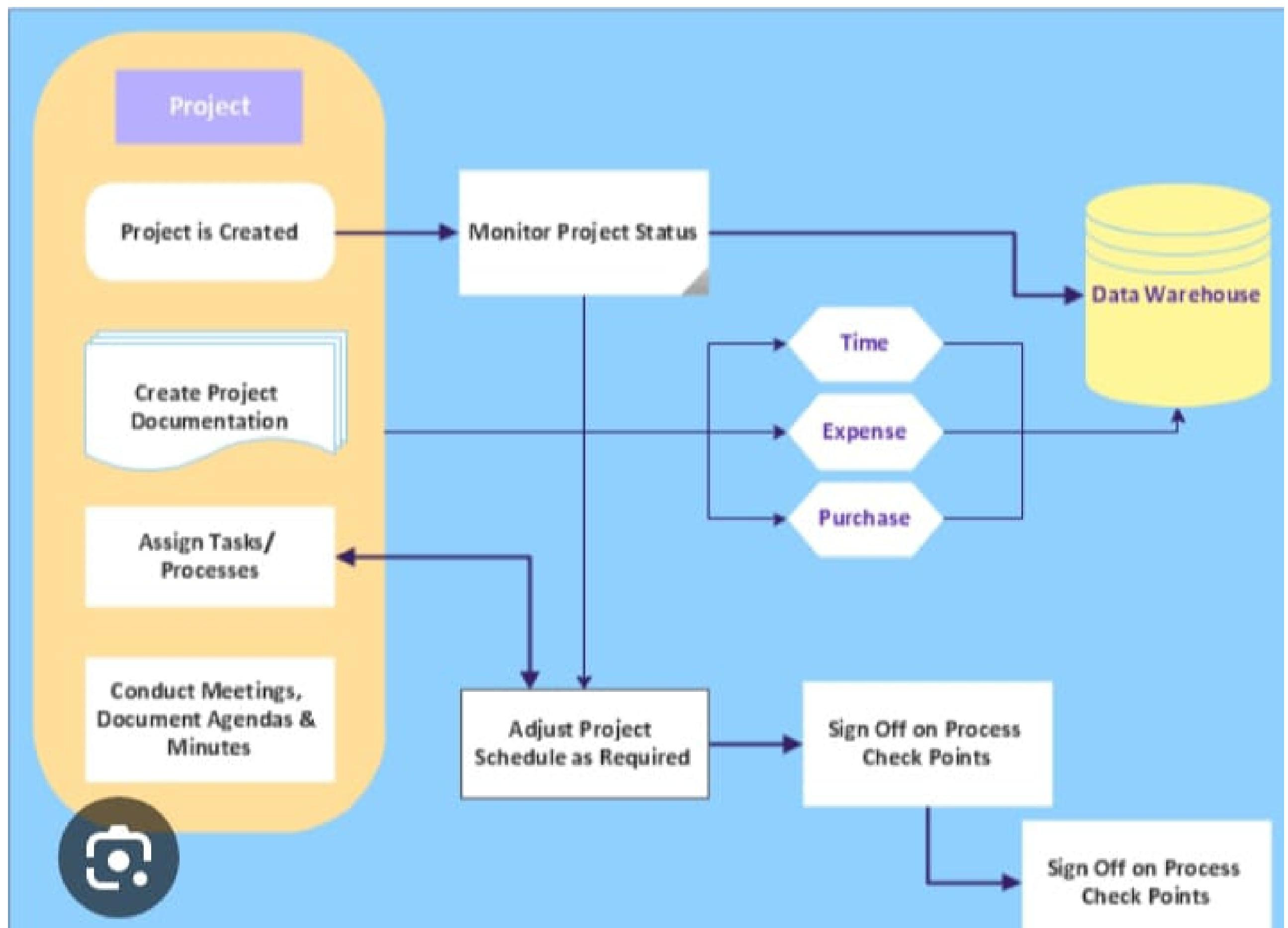
Project Schedule

A **project schedule** is your project's timeline, it consists of all the sequenced tasks, activities, and milestones that need to be completed in a certain timeframe.

Creating a project schedule is a way of communicating all the tasks that are needed to be performed, while clarifying what resources are needed, and under what time frame.



PROJECT DOCUMENTATION :



Project proposal

A **project proposal** is written to initiate a project – it's the first step in the **project management process**. The goal of this document is to convince the decision-makers and stakeholders that the idea behind the project is worth pursuing. A project proposal needs to outline the project's core value proposition, which is often done in the form of a business case.

The screenshot shows a Nuclino workspace interface. At the top, there is a navigation bar with icons for List, Board, Graph, Recent, and a search bar labeled "Project Documentation". On the right side of the header is a user profile icon and a "Saved" button. Below the header, the left sidebar contains a tree view of project documentation sections: "PROJECT DOCUMENTATION" (selected), "Project proposal" (highlighted with a red border), "Project plan", "Important dates", "Meeting notes" (expanded, showing "Kick off meeting" and "Weekly status updates"), "Design review", "Assets" (expanded, showing "Requirements" and "Documentation"), and "Documentation" (selected). The main content area displays the "Project proposal" page. It features a title "Project proposal" and a section "Executive summary" with the text: "This project aims to reduce churn and increase customer lifetime value by addressing the most frequently occurring customer complaints." Below this is a section "Objectives" with a bulleted list: "Reduce churn by 15% by end of Q4 2020." and "Increase customer lifetime value by 10%." Finally, there is a section "Project background" with the text: "Our churn rate has been steadily increasing over the course of the past 12 months. Based on the results of the feedback survey, we know that the top reasons for cancelling an account include:"

Examples of project documents

It's difficult to strictly define what should be documented over the course of a project, as it's strongly dependent on the kind of project you are managing. A major project at a big enterprise usually requires a lot more paperwork than a small-scale initiative at an early-stage startup.

But some basic documents are needed in most cases. Here are five project document examples that your project will likely require.

1) Functional specification documents

These documents outline all the specific features and functions that the developed system should have. It captures all the details of what the system is supposed to do from the user's perspective. The functional specification documents ensure that the developed system meets all the user requirements. Documents include:

- Requirement documents
- Functional specifications
- Design documents
- Technical specifications
- Test documentation
- Deployment plans

Project charter

A project charter is another key project documentation example. This document lays the foundation for the project by covering the high-level **project planning**. It needs to outline how the business goals of the project will be achieved by explaining the key requirements, budget, tasks, roles, and responsibilities of the project. It's the first document you write after your project proposal is formally approved.

PROJECT DEMO PLANNING:

Project planning is important at every phase of a project. It lays out the basics of a project, including the following:

- scope
- objectives
- goals
- schedule

Planning enables project managers to turn an intangible idea into reality. Key purposes of planning include the following:

The project planning process is essential to laying the groundwork for a successful project.

But planning a project is not linear. The project manager might need to change things on the fly to adjust plans to reality. For example, you could need to adjust the project timeline after planning your resources to avoid burning out your employees. As a result, the project planning processes can quickly become complicated!

Project planning is a discipline addressing how to complete a project in a certain timeframe, usually with defined stages and designated resources. One view of project planning divides the activity into these steps:

- setting measurable objectives
- identifying deliverables
- scheduling
- planning tasks

At this stage, start determining which tasks, subtasks, and deliverables must be carried out to complete the project. You can do this by referring to your scope and creating a work breakdown structure—a structured decomposition of tasks needed to complete a project.

The [resource planning process](#) in project management involves a lot of project assumptions [and making estimates](#). But from the past steps—especially your WBS, scope, and goals—you should have a rough idea of what resources you need.

COMMUNICATION:

The communication process is a dynamic framework that describes how a message travels between a sender and receiver using various communication channels. Its goal is to ensure the receiver decodes the message correctly and can provide feedback with ease and speed. This is especially important for larger organisations that need to notify people in different areas and time zones about an event, problem or change.

Technology in the workplace has made the communication process more effective. A message is no longer communicated just through voice or writing; it is also shared through audio, video, email and social media. A communication process streamlines the flow of information and takes advantage of multiple channels in the best way possible.

Here are seven essential components that make up the communication process:

- 1. Sender:** The person who conceptualised the idea and wants it delivered to the recipient.
- 2. Encoding:** The way the information is described or translated into a message.
- 3. Message:** The idea, fact or opinion that the sender wants to communicate.
- 4. Communication channel:** The method of delivering the message.
- 5. Receiver:** The target audience of the message.
- 6. Decoding:** The interpretation of the message.

The resources in this piece include tips, techniques, exercises, games, and other activities that give you the opportunity to learn more about effective communication, help guide your interactions with others, and improve your communication skills.

The receiver then decodes the sender's message. In this stage, the receiver processes the information, understands its context and analyses its implications. This is one of the most crucial stages in the communication process. If the receiver can successfully decode the message, this implies the effectiveness of the communication process. As a result, businesses can continue their operations with little disruption.

DEMONSTRATION OF PROPOSED FEATURES:

Teaching demonstrations are artificial—the students aren't yours, you won't see them again for follow-up lessons, you might even be "teaching" faculty, etc.—but they are also a critical part of an academic job interview. Candidates for academic positions need to show more than just knowledge of their content area in their teaching demonstration; they need to show that they have pedagogical content knowledge. That is, the ability to select, structure, and deliver complicated content so that students can learn it. Your teaching demonstration must prove not only that you can create and follow a lesson plan, but also that you can engage and interact with students to enhance their learning.

S.No.	Company	Industry
1.	Adani Enterprises	Conglomerate
2.	Apollo Tyres	Tyre Manufacturing
3.	Bajaj Auto	Automotive
4.	Dalmia Bharat	Conglomerate

Most Active

Sym	Name	Last
TYZ23	10-Year T-Note (Pit)	108-070s
USZ23	30-Year T-Bond (Pit)	114-08s
ECZ23	Euro FX (Pit)	1.08605s
CZ23	Corn (Pit)	470-6s

TEAM INVOLVEMENT AND DEMONSTRATION:

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A. Know your Audience

- Will you be teaching a class of actual students, a group of faculty, the hiring committee, or some combination of these three groups?
- What level of student should you be preparing for? (E.g., Majors, non-majors, graduate, etc.)
- If you are teaching a class of actual students, ask for a copy of the course syllabus and any relevant assignments. Read the course description and objectives, and review a copy of the textbook. It might also help to get to know the students in general by looking at the university's website and, if possible, by visiting campus and chatting directly with students. More realistically, you might attend a class at your current institution

B. Make your Material fit the Course and the Time

- If you're given a topic to teach in an actual course, find out where that topic fits into the course itself. What have the students learned beforehand? What will they be learning afterward? What assignments will they be working on? What textbook are the students using? Get a copy and read the relevant sections.
- If you've been given a broad topic area from which to select a particular lesson, choose something that you can manage in the time given.
- If you're teaching for a full class period, aim to end no more than 5 to 10 minutes early for questions. Have a back-up plan in case for any reason you end earlier.

C. Engage your Students

- Remember, this is your *teaching demo*, *not* your research talk. Don't just lecture to the students; show that you can do something more by engaging them with active learning. Get the students interested, involved, and interacting positively with you and with one another—they might be evaluating you for the committee.
- Use brief, meaningful activities that last no more than 5-7 minutes each. If you're teaching faculty members, don't expect them to be any more interested in participating in activities than are students. Create a handout, ask questions.

D. Use Technology Purposefully and Effectively

- If you plan to use technology, be sure that it serves some clear and relevant pedagogical aim; don't use it just to impress the committee or to show off your techy side. Technology shouldn't overwhelm the topic you're teaching, and the contribution that technology makes to student learning should be obvious and significant. Handouts are often a better alternative to technology, since they provide everyone with a concrete takeaway by which to remember you and your demonstration.
- Use visuals only to support your teaching and promote learning. For example, PowerPoint slides should be used sparingly and should ideally include

SCALABILITY AND FUTURE PLAN:

Scalability measures a system's ability to handle an increasing amount of work. A scalable system or process is one that can grow its size and capacity to meet demand increases without sacrificing performance and efficiency.

In business terms, scalability often refers to one of the following:

- **Products and services.**

Particularly in the context of cloud infrastructure or SaaS, scalability is the primary measure of success. B2B customers, which frequently

- **Business models.** Scalable companies are able to expand without being hampered by their current resources and structure. Some business models are inherently more scalable than others. The subscription business model (or, really, *any* type of recurring revenue model) is generally seen as the most scalable.
- **Organizational structures.** As businesses move through different growth stages, their internal teams usually require some shifting. Scalability, in this context, refers to the ability of an organization's internal departments (e.g., sales,

As a result of our strategic planning process, we define the Future Plan, which is the summary of our goals and has the guidelines we use as a reference to decision-making that affects and impacts OTEPI's growth. The future plan is a continuous action guideline that allows defining the necessary elements to guarantee the entrepreneurial success we want. It is an evolution plan that shall be continuously adapted to the market changes and shall be able to consistently adjust our goals and plans.