Sri Meenakshi Govt.Arts College for Women (A),

Madurai - 625 002

Department of Physics

<u>Naan Mudhalvan Scheme</u>

Domain**: Sales Force Associate**

Project Title: **PROPERTY MANAGEMENT APPLICATION USING   SALESFORCE**

Submitted by

TEAM VII

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PROJECT REPORT TEMPLATE

1 INTRODUCTION

1.1 Overview

Project Description

Real Estate Management System is a project which provides the facility where users can easily buy, sell and rent their properties such as land, houses and shops. In this project, we use PHP and MySQL database.

1.2 Purpose

Sales force property management enables the realty managers to keep track of crucial data about financial & household properties incorporating associated cash flow, primary tenants, and occupancy rates.
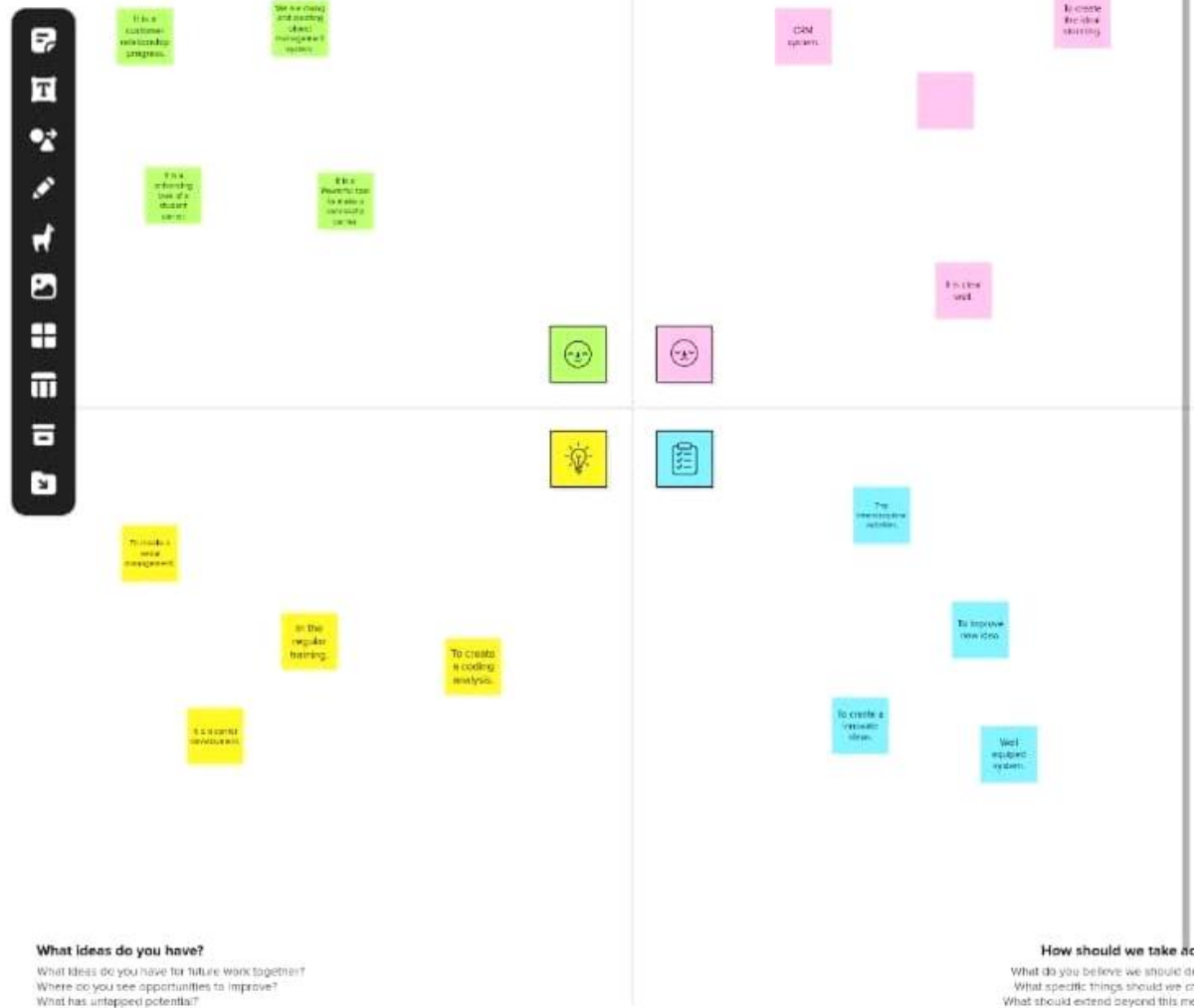
2. Problem Definition & Design Thinking

2.1Empathy Map

Reflect on the topic

Working silently and individually, have each person create a few sticky notes in all four quadrants below for about five minutes. With the remaining time, discuss notes in each quadrant.

What went well?
What should we keep doing?
What should we celebrate?
Where did we make progress?

TOPIC

Workstation engineering team Sprint 10

What went p
Where did we have pro
What was frustrating to us o
What held u

What ideas do you have?
What ideas do you have for future work together?
Where do you see opportunities to improve?
What has untapped potential?

How should we take a
What do you believe we should d
What specific things should we c
What should extend beyond this me

2.2 Ideation & Brainstorming Map

3 Result

3.1 Data Model:

Object name	Fields in the Object	
obj1 LEAD	Field label	Data type
	Lead	Auto Number
	State	Picklist
obj2 BUY	**Field label**	**Data type**
	Create Property Type	Picklist
	Discount	Percentage

3.2 Activity & Screenshot
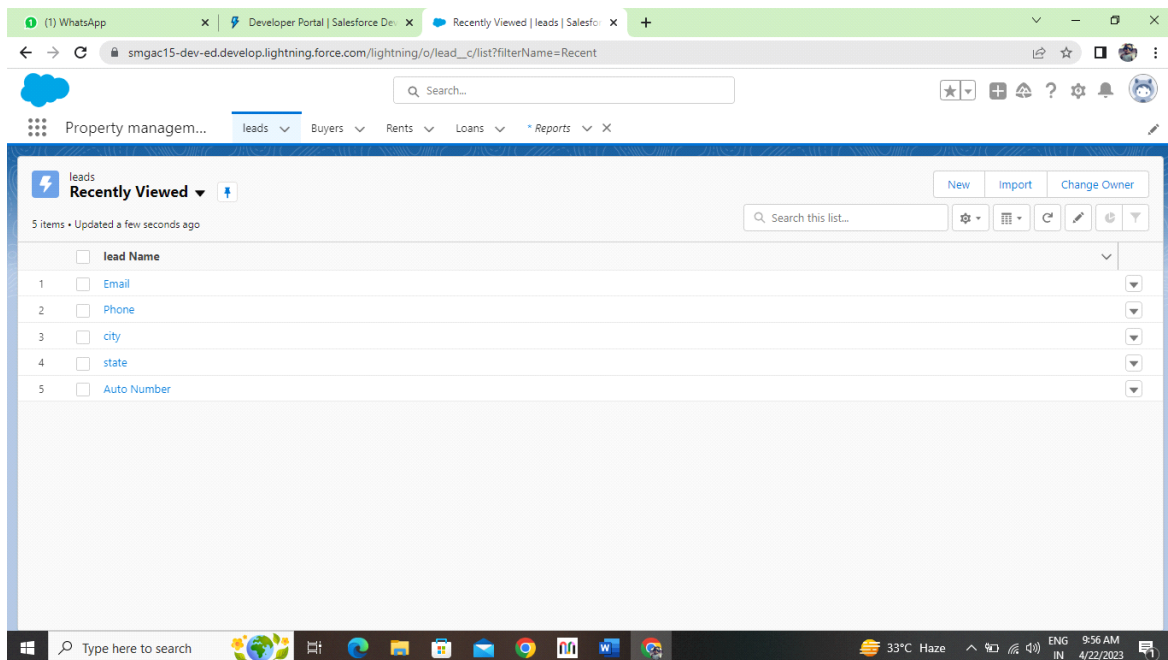
Description

A sales lead is a retail sales worker who is responsible for coordinating the sales department, supporting management, and ensuring sales quotas are reached.
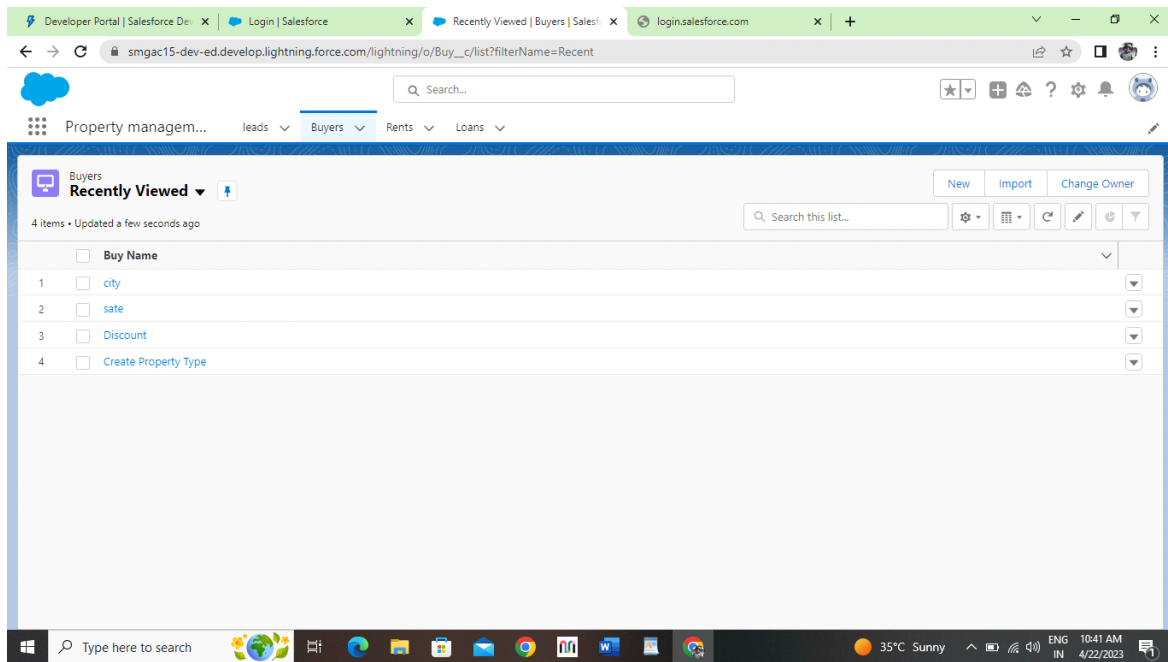
Description

 A buy description is the marketing copy that explains what a product is and why it's worth purchasing. The purpose of a product description is to supply customers with important information about the features and key benefits of the product.

Description

To establishing the feasibility of the proposed convention centre, describing the amenities to be provided at the convention centre particularly mentioning any speical or distinctive features.

4 Trailhead Profile Public URL

Team Lead -

https://trailblazer.me/id/s200329   **Team Member 1 - http://trailblazer.me/id/swetha9123**

Team Member2 -

https://trailblazer.me/id/vijayalakshmi1234

5 ADVANTAGES AND DISADVANTAGES

Advantage

- Leverage real-time reports and dashboards.
- Streamline lead, opportunity, and contact management.
- Simplify document management and data sharing.
- Enhance communication and collaboration tool

Disadvantage

- Time-consuming if you choose the wrong system. ...
- Might seem expensive for a small business. ...
- Training (Cost and Time)

6 APPLICATIONS

A property management system (PMS) is a software application for the operations of hospitality accommodations and commercial residential rental properties. PMS is also used in manufacturing industries, local government and manufacturing**.**

7 CONCLUSIONS

They make accounting, monitoring, and communicating processes simpler. In the owner's tab, all the details are available about the properties. While reducing third-party resources, property management software accelerates business processes so that you can achieve greater management uniformity and improve performance.

8 FUTURE SCOPES

The longer term, we expect sales force to integrate data science and big data capabilities to its Service Cloud and Marketing Cloud. This would result in automated customer service tasks (via Service Cloud) and would let marketers leverage data for predictive and targeted marketing (via Marketing Cloud).