

A CRM APPLICATION FOR SCHOOLS/COLLEGES

1 INTRODUCTION

The project aim is to provide real-time knowledge for all the students who have basic knowledge of Salesforce and looking for a real-time project. This project will also help those professionals who are in cross-technology and want to switch to Salesforce. With the help of this project they will gain knowledge and can include it into their resume as well.

What we'll learn,

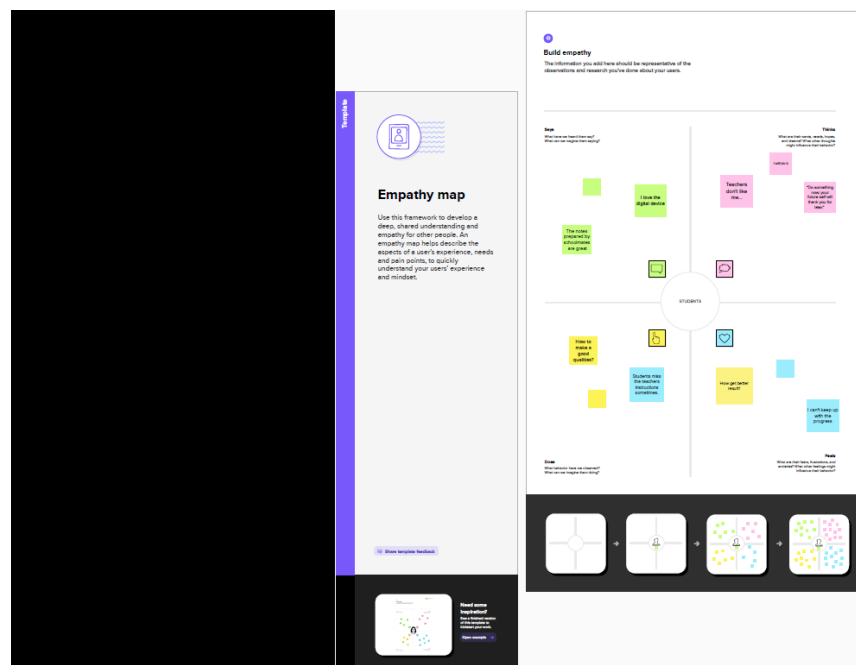
1. Real Time Salesforce Project
2. Object & Relationship in Salesforce
3. Profile
4. Users
5. Reports
6. Permission Sets
7. Reports

1.1 Purpose

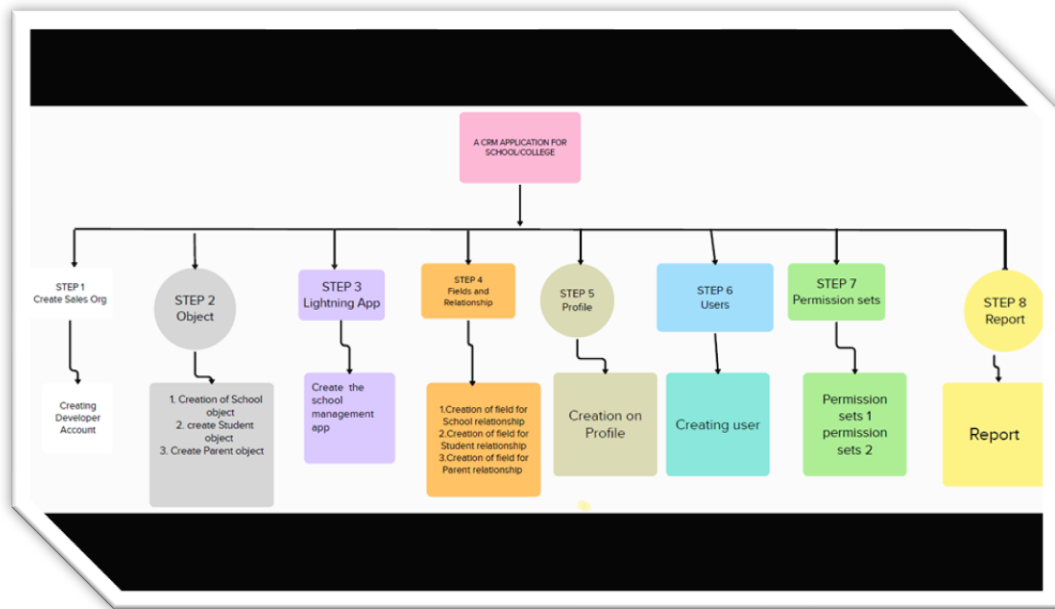
The use of this project. What can be achieved using this.

2 Problem Definition & Design Thinking

2.1 Empathy Map



2.2 Ideation & Brainstorming Map



3 RESULT

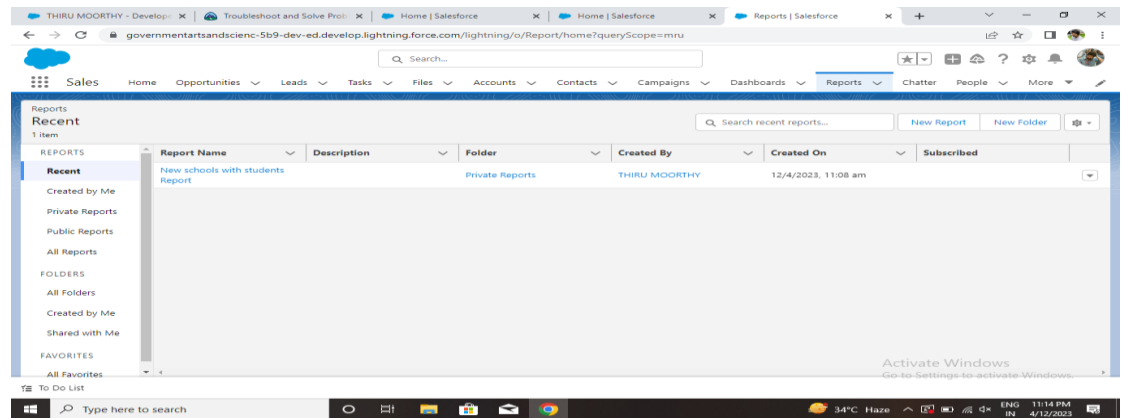
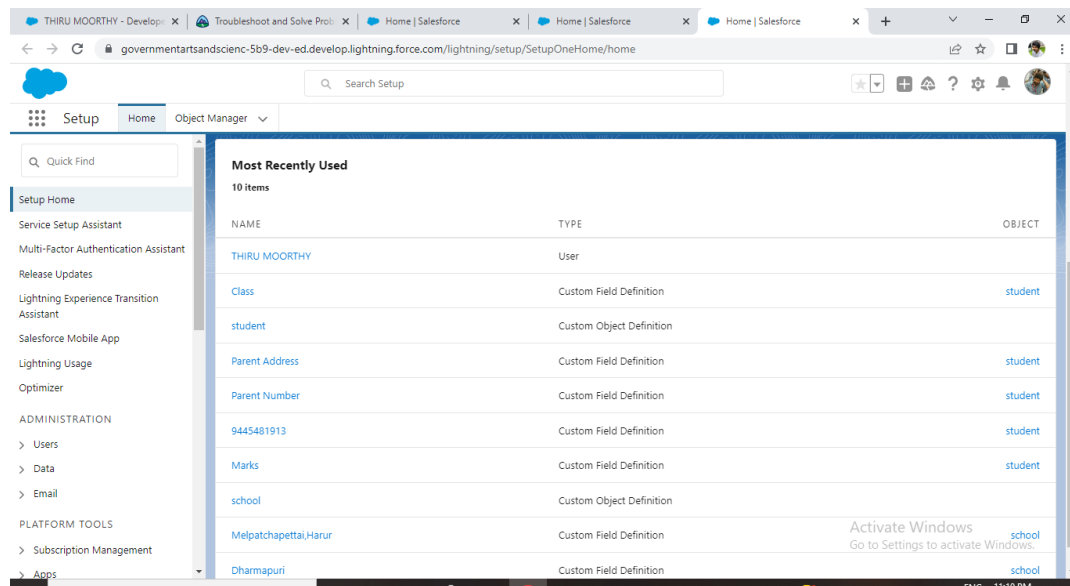
3.1 Data Model

Object name	Fields in the Object	
obj1	Field label	Data type
	student	Master-Detail
	Class	Number
obj2	Field label	Data type
	Parent Number	Phone
	Parent Address	Text area

3.1 Activity & Screenshot

Description.

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4

Trailhead Profile Public URL

Team Lead -

<https://trailblazer.me/id/tmoorthy2>

Team Member -

<https://trailblazer.me/id/sings12>

Team Member 2 -

<https://trailblazer.me/id/tmoorthy2>

Team Member 3-

<https://trailblazer.me/id/tmoorthy2>

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5 ADVANTAGES & DISADVANTAGE

Advantages

- It also for more effective sales and marketing.
- It can speed up the sales conversion process.
- It enables widely dispersed team to work closely.
- Improving the quality of service/product.
- Increase in Repeat Course Sales.

Disadvantages

- Security concern associated with centralized data.
- The excess initial time and productivity cost of implementation.
- It requires a process-driven sales organization.
- CRM is not fully customized.

6 APPLICATIONS

Increase in productivity and efficiency when hiring – particularly at scale

Better candidate experience through faster scheduling and communication – especially in remote and hybrid work environments

Access to multiple job boards and the ability to manage all applications in a centralized location

Improved employer brand that attracts great candidates

Valuable metrics and reports to improve the hiring process (e.g. HR analytics)

Easier compliance with laws related to recruitment

7 CONCLUSION

Applicant Tracking System for recruiters is a very effective hiring solution that most of the successful recruiters utilize. Because without it, there is a good chance that your process of moving applicants through different stages can become very difficult.

8 FUTURE SCOPE

CRM software Development can turn your business into a powerhouse of sales. Thus, CRM software is no longer essential in fact mandatory for small and medium businesses. Now, you can easily access the CRM software virtually from anywhere and anytime. All you need an internet connection to further the scope of doing your business.