

Phase 3: Data Modeling & Relationships

Project: Sports Equipment Rental Management System

Platform: Salesforce (Experience Cloud + Custom App)

3.1 Standard & Custom Objects

Type	Object Name	Description
Standard Object	Contact	Stores customer information (who is renting equipment).
Custom Object	Equipment__c	Represents physical sports equipment available for rent.
Custom Object	Rental_Plan__c	Contains standardized pricing and duration plans.
Custom Object	Rental_Agreement__c	Junction object connecting customer, equipment, and rental plan.
Custom Object	Payment__c	Tracks all payments made against rental agreements.
Custom Object	Maintenance__c	Logs all maintenance and repair activities on equipment.

3.2 Objects Created & Why They Are Necessary

Object 1: Contact (Standard Object – Customized)

Why Necessary:

- Stores all customer details.
- Enables communication, invoicing, and rental tracking.
- Essential for linking customers to rentals and payments.

Real-World Use Case:

“Without the Contact object, we can’t identify *who* rented equipment or *who* to contact for overdue returns.”

The screenshot shows the Salesforce Object Manager. At the top, there's a navigation bar with icons for Setup, Home, and Object Manager. A search bar says "Search Setup". Below the bar, the title "Object Manager" is displayed with a "SETUP" button. A sub-header "Object Manager" has a note "9 items. Sorted by Label". On the right, there are buttons for "Schema Builder" and "Create". The main area is a table with the following columns: LABEL, API NAME, TYPE, DESCRIPTION, LAST MODIFIED, and DEPLOYED. One row is visible for the "Contact" object, which is a "Standard Object".

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Contact	Contact	Standard Object			

The screenshot shows the Salesforce Setup interface with the URL <https://orgfarm-346a5e0f08-dev-ed.develop.my.salesforce-setup.com/lightning/setup/ObjectManager/Contact/Details/view>. The page title is "Contact". The left sidebar under "SETUP > OBJECT MANAGER" lists various configuration options for the Contact object. The main content area displays the "Details" section for the Contact object, which includes fields like Description, API Name (Contact), Singular Label (Contact), Plural Label (Contacts), and various status and reporting settings.

Object 2: Equipment_c (Custom Object)

Why Necessary:

- Maintains inventory of rentable sports equipment.
- Tracks availability, condition, and pricing.
- Prevents double booking and ensures asset tracking.

Real-World Use Case:

"Without the Equipment object, the business can't manage inventory, availability, or pricing efficiently."

The screenshot shows the Salesforce Setup interface with the URL https://orgfarm-346a5e0f08-dev-ed.develop.my.salesforce-setup.com/lightning/setup/ObjectManager/Equipment_c/Details/view. The page title is "Equipment_c". The left sidebar under "SETUP > OBJECT MANAGER" shows the "Object Manager" section. The main content area displays a table of objects, with one row for the "Equipment" object, which is identified as a "Custom Object".

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Equipment	Equipment_c	Custom Object		9/24/2025	✓

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. The main pane displays the 'Equipment' object details. On the left, a sidebar lists various configuration tabs: Details, Fields & Relationships, Page Layouts, Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, Record Types, Related Lookup Filters, Restriction Rules, Scoping Rules, Object Access, and Triggers. The 'Details' tab is currently active. The main pane shows the following details for the Equipment object:

Field	Value
Description	
API Name	Equipment_c
Singular Label	Equipment
Plural Label	Equipments
Enable Reports	✓
Track Activities	✓
Track Field History	
Deployment Status	Deployed
Help Settings	Standard salesforce.com Help Window

At the top right of the main pane, there are 'Edit' and 'Delete' buttons.

Object 3: Rental_Plan_c (Custom Object)

Why Necessary:

- Standardizes rental durations and discounts.
- Simplifies pricing and promotional offers.
- Reduces manual calculation errors.

Real-World Use Case:

"Without Rental Plans, staff would have to manually calculate duration, discounts, and rates."

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. The main pane displays the 'Rental_Plan_c' object details. The search bar at the top right contains the text 'rental pla'. The table below lists the object's details:

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Rental Plan	Rental_Plan_c	Custom Object		10/15/2025	✓

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. The main page title is 'Rental Plan'. On the left, a sidebar lists various configuration options under 'SETUP > OBJECT MANAGER'. The right panel displays the 'Details' section for the 'Rental Plan' object. It includes fields for 'Description', 'API Name' (set to 'Rental_Plan__c'), and several checkboxes for object settings like 'Enable Reports', 'Track Activities', and 'Deployment Status' (set to 'Deployed').

Object 4: Rental_Agreement_c (Custom Object)

Why Necessary:

- Serves as the junction object linking Contact + Equipment + Plan.
- Legal and transactional record of each rental.
- Tracks duration, total cost, and status.

Real-World Use Case:

“Without Rental Agreement, we can’t track who rented what, when, and for how much.”

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. The main page title is 'Object Manager'. A search bar at the top right contains the text 'rental ad'. The table below lists one item: 'Rental Agreement' (Label), 'Rental_Agreement__c' (API Name), 'Custom Object' (Type), and '10/14/2025' (Last Modified). The 'DEPLOYED' column shows a checked checkbox.

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Rental Agreement	Rental_Agreement__c	Custom Object		10/14/2025	<input checked="" type="checkbox"/>

Object 5: Payment__c (Custom Object)

Why Necessary:

- Stores transaction details and payment methods.
- Supports accounting, verification, and audit trails.
- Tracks revenue and pending payments.

Real-World Use Case:

“Without Payment object, there’s no proof of payment or ability to track pending invoices.”

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Alternative Payment Method	AlternativePaymentMethod	Standard Object			
Card Payment Method	CardPaymentMethod	Standard Object			
Payment	Payment__c	Custom Object		10/14/2025	<input checked="" type="checkbox"/>

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. A search bar at the top right contains the text 'Search Setup'. Below it, the 'Setup' tab is active, followed by 'Home' and 'Object Manager'. The main area displays the 'Payment' object details. On the left, a sidebar lists various configuration options: Fields & Relationships, Page Layouts, Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, Record Types, Related Lookup Filters, Search Layouts, List View Button Layout, Restriction Rules, and Scoping Rules. The main panel is titled 'Details' and shows the following fields:

- Description: [empty]
- API Name: Payment_c
- Custom: ✓
- Singular Label: Payment
- Plural Label: Payments
- Enable Reports: ✓
- Track Activities: ✓
- Track Field History: ✓
- Deployment Status: Deployed
- Help Settings: Standard salesforce.com Help Window

At the bottom right of the main panel are 'Edit' and 'Delete' buttons.

Object 6: Maintenance_c (Custom Object)

Why Necessary:

- Tracks issues, repairs, and technician activities.
- Prevents renting out damaged equipment.
- Maintains service history for all assets.

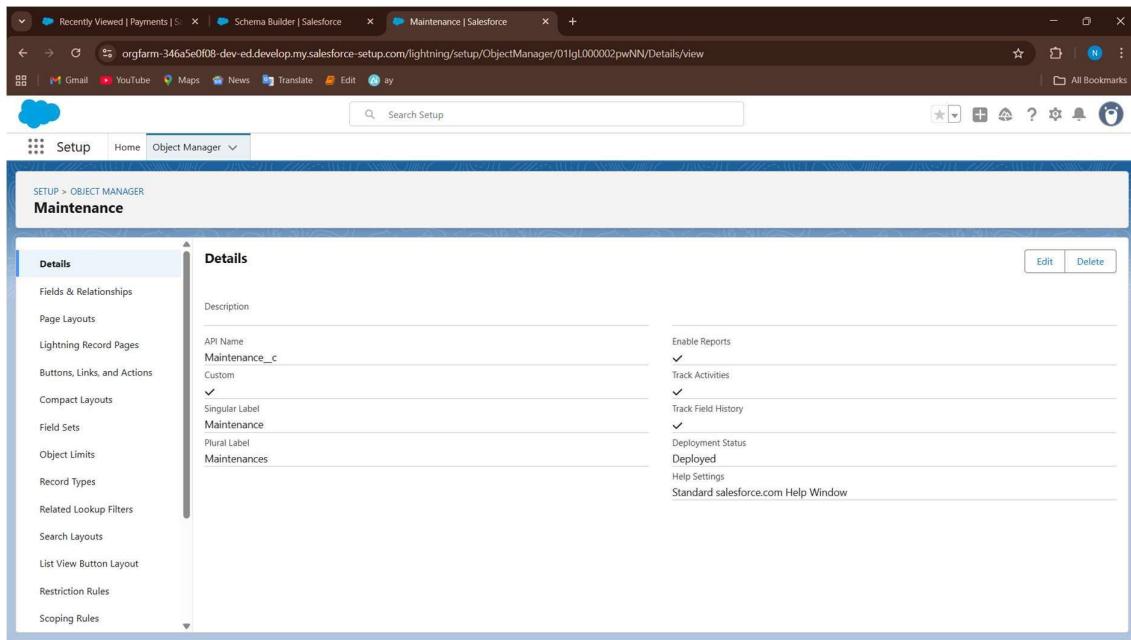
Real-World Use Case:

"Without Maintenance object, we can't track equipment condition or manage service schedules."

The screenshot shows the Salesforce Setup interface with the 'Object Manager' selected. A search bar at the top right contains the text 'main'. Below it, the 'Setup' tab is active, followed by 'Home' and 'Object Manager'. The main area displays the 'Maintenance_c' object details. The sidebar on the left is identical to the previous screenshot. The main panel is titled 'Object Manager' and shows the following table:

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED	DEPLOYED
Maintenance	Maintenance_c	Custom Object		10/14/2025	✓

At the top right of the main panel are 'Schema Builder' and 'Create' buttons.



3.3 Complete Field List with Justifications

Each object includes custom and standard fields designed for reporting, automation, and relationships.

i Contact (Standard Object – Customized)

#	Field Name	Type	Why Necessary	Business Impact
1	First Name	Text	Customer identification	Personalized service
2	Last Name	Text	Legal record	Required for agreements
3	Email	Email	Communication	Send confirmations, invoices
4	Phone	Phone	Direct contact	Handle urgent issues
5	Mailing Address	Address	Location	Delivery & ID verification
6	Customer_Status__c	Picklist	Track active/inactive	Block inactive customers
7	Total_Rentals__c	Roll-up Summary	Count rentals	Identify loyal customers

Total Fields Created: 2 Custom Fields

Equipment_c

#	Field Name	Type	Why Necessary	Business Impact
1	Equipment Name	Text	Identifier	Manage inventory
2	Category__c	Picklist	Equipment grouping	Easy filtering
3	Brand__c	Text	Manufacturer	Customer preference
4	Price_per_Day__c	Currency	Base pricing	Accurate billing
5	Condition__c	Picklist	Equipment state	Quality control
6	Availability_Status__c	Picklist	Track availability	Avoid double-booking
7	Purchase_Date__c	Date	Track age	Plan replacements
8	Description__c	Long Text	Equipment info	Detailed overview

Picklist Values:

- Category: Cricket, Football, Tennis, Badminton, Golf, Basketball
- Condition: New, Good, Fair, Poor
- Availability Status: Available, Rented, Under Maintenance, Retired

The screenshot shows the Salesforce Object Manager interface for the 'Equipment' object. The left sidebar has 'Fields & Relationships' selected. The main area displays a table of fields:

	Field Label	Type	Description
1	Availability Status	Picklist	
2	Brand	Text(50) (Unique Case Insensitive)	
3	Category	Picklist	
4	Condition	Picklist	
5	Created By	Lookup(User)	
6	Currency	Picklist	
7	Description	Text(200)	
8	Equipment Name	Text(80)	
9	Last Modified By	Lookup(User)	
10	Owner	Lookup(User/Group)	
11	OwnerId		

Rental_Plan_c

#	Field Name	Type	Why Necessary	Business Impact
1	Rental Plan Name	Text	Plan ID	Quick reference
2	Plan_Type__c	Picklist	Duration options	Consistency
3	Duration_in_Days__c	Number	Calculate end date	Automates rental duration
4	Discount_Percentage__c	Percent	Pricing flexibility	Increases loyalty
5	Description__c	Long Text Notes		Explain plan details

Picklist Values:

- Plan Type: 1 Day, 1 Week, 1 Month

■ Rental_Agreement_c

#	Field Name	Type	Why Necessary	Business Impact
1	Name	Auto Number	Unique ID	RENT-0001 style tracking
2	Customer_c	Lookup(Contact)	Link to customer	Identify renter
3	Equipment_c	Lookup(Equipment_c)	Link to equipment	Track what's rented
4	Rental_Plan_c	Lookup(Rental_Plan_c)	Link to plan	Apply correct pricing
5	Start_Date_c	Date	Start period	Monitor rentals
6	End_Date_c	Formula	Auto calculate	Rental period automation
7	Base_Rate_c	Formula	Pull equipment price	Billing accuracy
8	Discount_c	Formula	Apply plan discount	Promote offers
9	Total_Amount_c	Formula	Total cost	Financial reporting
10	Status_c	Picklist	Track lifecycle	Manage operations

Formula Example (Total_Amount_c):

Price_per_Day × Duration × (1 - Discount)

Example: ₹100/day × 7 days × (1 - 0.10) = ₹630

Picklist Values: Active, Completed, Cancelled, Overdue

The screenshot shows the Salesforce Schema Builder interface for the 'Rental Agreement' object. The left sidebar lists various setup options like Details, Fields & Relationships, Page Layouts, and Lightning Record Pages. The main content area is titled 'Fields & Relationships' and shows a table with 16 items. Each item has three columns: Name, Type, and Description. For example, 'Approval Status' is a Picklist type, 'Base Rate' is a Formula (Currency) type, and 'Customer' is a Lookup(Contact) type.

■ Payment_c

#	Field Name	Type	Why Necessary	Business Impact
1	Name	Auto Number	Payment ID	PAY-0001 format
2	Rental_Agreement__c	Lookup(Rental_Agreement__c)	Link payment	Track association
3	Payment_Date__c	Date	Transaction tracking	Audit compliance
4	Amount__c	Currency	Payment amount	Financial accuracy
5	Mode_of_Payment__c	Picklist	Method	Payment analytics
6	Payment_Status__c	Picklist	Track progress	Identify pending
7	Transaction_ID__c	Text	Reference	Dispute resolution

Picklist Values:

- Mode of Payment: Cash, UPI, Credit Card, Debit Card, Net Banking
- Payment Status: Paid, Pending, Failed, Refunded

The screenshot shows the Salesforce Setup interface with the Object Manager open for the 'Payment' object. The 'Fields & Relationships' tab is selected. The table lists the following fields:

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Amount	Amount_c	Currency(18, 0)		
Created By	CreatedById	Lookup(User)		
Currency	CurrencyIsoCode	Picklist		
Last Modified By	LastModifiedById	Lookup(User)		
Mode of Payment	Mode_of_Payment_c	Picklist		
Owner	OwnerId	Lookup(User,Group)		
Payment Name	Name	Text(80)		
Payment Code	Name_c	Auto Number		
Payment Date	Payment_Date_c	Date		
Payment Status	Payment_Status_c	Picklist		

Maintenance_c

#	Field Name	Type	Why Necessary	Business Impact
1	Name	Auto Number	Maintenance ID	MAIN-0001
2	Equipment_c	Lookup(Equipment_c)	Identify equipment	Track issue source
3	Customer_c	Lookup(Contact)	Accountability	Link customer report
4	Issue_Type_c	Picklist	Problem category	Reporting insights
5	Description_c	Long Text	Details	Technician notes
6	Status_c	Picklist	Workflow stage	Monitor progress
7	Assigned_Technician_c	Text	Resource allocation	Accountability
8	Service_Date_c	Date	Completion	Availability tracking

Picklist Values:

- Issue Type: Sound Issue, Physical Damage, Regular Service, Tuning Required, Missing Parts, Other
- Status: Reported, In Progress, Completed, Cancelled

The screenshot shows the Salesforce Setup interface with the Object Manager selected. Under the Maintenance object, the 'Fields & Relationships' section is active. The table lists 13 items, sorted by Field Label. The columns include Field Label, Field Name, Data Type, Controlling Field, and Indexed status.

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Assigned Technician	Assigned_Technician_c	Text(25)		
Created By	CreatedByld	Lookup(User)		
Currency	CurrencyIsoCode	Picklist		
Customer	Customer_c	Lookup(Contact)		
Description	Description__c	Long Text Area(32768)		
Equipment	Equipment__c	Lookup(Equipment)		
Issue Type	Issue_Type__c	Picklist		
Last Modified By	LastModifiedByld	Lookup(User)		
Maintenance Code	Maintenance_Code__c	Auto Number		

3.4 Relationships (Schema)

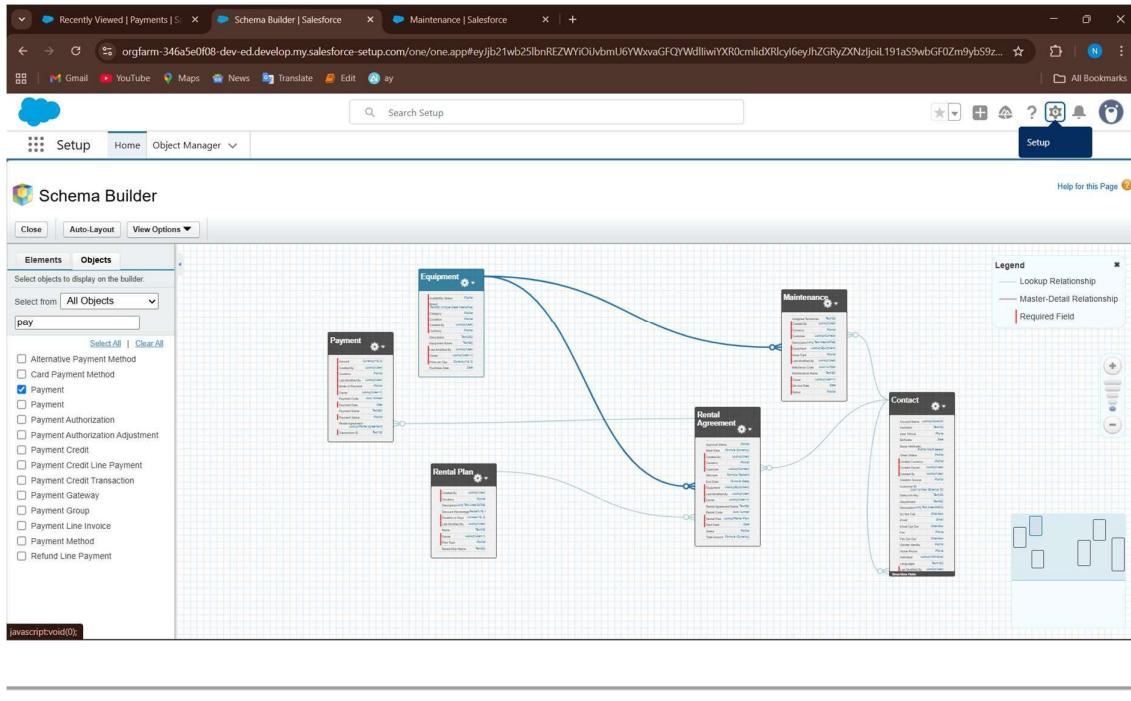
Relationship Type From Object	To Object	Description
Lookup	Rental Agreement Contact	Customer renting equipment
Lookup	Rental Agreement Equipment	Equipment being rented
Lookup	Rental Agreement Rental Plan	Pricing plan reference
Lookup	Payment	Rental Agreement Payment linked to rental
Lookup	Maintenance	Equipment
Lookup	Maintenance	Contact

Junction Object:

Rental Agreement acts as a junction between **Contact** and **Equipment**.

3.5 Schema Builder

- Displays relationships between Contact, Equipment, Rental Plan, Rental Agreement, Payment, and Maintenance.
- Helps visualize **one-to-many** and **lookup** relationships clearly.



3.6 List Views (Quick Filters)

Created for quick data visibility:

1. **Available Equipments** → Shows all available items for rent.
2. **Rented Equipments** → Displays currently rented items.

The screenshot shows a web-based application for sports rental management. At the top, there is a navigation bar with icons for cloud storage, search, and various settings. Below the navigation bar, the title "Sports Rental Mana..." is visible, followed by dropdown menus for "Contacts", "Rental Plans", "Equipments", and "More". A pencil icon indicates a form or edit mode.

The main content area is titled "Equipments" and shows a "Recently Viewed" list. The list includes:

- 1 All
- 2 Available Equipments
- 3 Recently Viewed (Pinned list) (marked with a checkmark)
- 4 Rented Equipments
- 5
- 6

A search bar labeled "Search lists..." is present above the list. Below the list, there is a section titled "All Other Lists".

3. **Active Rentals** → Tracks ongoing rental agreements.
4. **Overdue Rentals** → Identifies rentals past return date.

The screenshot shows the 'Sports Rental Mana...' application. At the top, there's a navigation bar with icons for cloud storage, search, and user profile. Below the bar, a sub-navigation menu includes 'Sports Rental Mana...', 'Contacts', 'Rental Plans', 'Rental Agreements' (which is currently selected), and 'More'. A 'Recently Viewed' dropdown menu is open, showing a list of recent views with 'Recently Viewed (Pinned list)' checked.

5. Pending Payments → Lists unpaid transactions.

The screenshot shows the 'Sports Rental Mana...' application. The navigation bar at the top includes 'Sports Rental Mana...', 'Contacts', 'Rental Plans', 'Payments' (which is currently selected), and 'More'. A 'Recently Viewed' dropdown menu is open, showing a list of recent views with 'Recently Viewed (Pinned list)' checked.

3.7 Page Layouts

Customized for clarity and usability:

- **Rental Agreement:** Organized into “Rental Information” & “Pricing Details” sections.

The screenshot shows the Salesforce Setup interface for editing a page layout. The top navigation bar includes links for Recently Viewed, Payments, Schema Builder, and Rental Agreement. The main title is "Rental Agreement". The left sidebar lists various layout categories: Details, Fields & Relationships, Page Layouts (selected), Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, Record Types, Related Lookup Filters, Search Layouts, List View Button Layout, Restriction Rules, and Scoping Rules. The central workspace displays the "Layout Properties" tab for the "Rental Agreement" object. It shows a grid of fields: Section, Created By, End Date, Equipment, Rental Code, Status, Blank Space, Currency, Last Modified By, Rental Plan, Total Amount, Approval Status, Customer, Discount, Owner, and Start Date. Below this, two sections are visible: "Rental Information" and "Pricing Details". The "Rental Information" section contains fields for Customer, Equipment, Start Date, Rental Agreement Name, Approval Status, and several status indicators. The "Pricing Details" section contains fields for Base Rate, Total Amount, and a Discount of 520.16%. At the bottom, there are sections for System Information and Custom Links.

- **Equipment:** Displays key fields + related lists for Rental & Maintenance.

The screenshot shows the Salesforce Setup interface for editing a page layout. The top navigation bar includes links for Recently Viewed, Payments, Schema Builder, and Equipment. The main title is "Equipment". The left sidebar lists various layout categories: Details, Fields & Relationships, Page Layouts (selected), Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, Record Types, Related Lookup Filters, Search Layouts, List View Button Layout, Restriction Rules, Scoping Rules, Object Access, and Triggers. The central workspace displays the "Layout Properties" tab for the "Equipment" object. It shows a grid of fields: Section, Category, Description, Price per Day, Blank Space, Condition, Equipment Name, Purchase Date, Availability Status, Created By, Last Modified By, Brand, and Currency. Below this, three sections are visible: "Equipment Detail", "Equipment Details", and "Mobile Cards (Salesforce mobile only)". The "Equipment Detail" section includes standard buttons for Edit, Delete, Clone, Change Owner, Change Record Type, Printable View, Sharing, Sharing Hierarchy, Edit Labels, and Custom Buttons. The "Equipment Details" section contains fields for Equipment Name, Brand, Price per Day, Purchase Date, Category, Condition, Availability Status, and Description. The "Mobile Cards" section is currently empty.

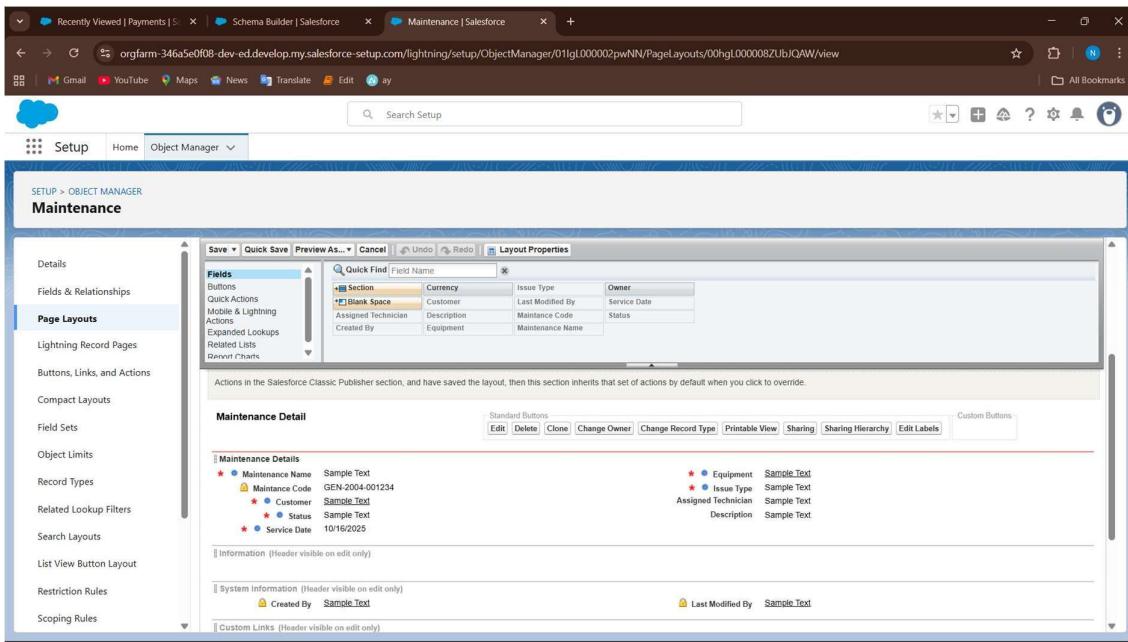
- **Payment:** Clean “Payment Information” layout.

The screenshot shows the Salesforce Setup interface for the Payment object. The left sidebar lists various setup categories. The main area displays the Page Layouts configuration for the Payment object. It includes a header bar with Save, Quick Save, Preview As..., Cancel, Undo, Redo, and Layout Properties buttons. Below this is a Fields section with a grid of fields: Field Name (Currency), Last Modified By (Blank Space), Payment Agreement (Rental Agreement), Payment Date (Payment Date), Transaction ID (Transaction ID). Other fields listed include Amount, Mode of Payment, Payment Name, Owner, and Payment Status. The layout also contains sections for Payment Detail and Payment Information, with standard buttons like Edit, Delete, Clone, Change Owner, Change Record Type, Printable View, Sharing, Sharing Hierarchy, Edit Labels, and Custom Buttons.

- Contact:** Includes rental history & maintenance records.

The screenshot shows the Salesforce Setup interface for the Contact object. The left sidebar lists various setup categories. The main area displays the Page Layouts configuration for the Contact object. It includes a header bar with Save, Quick Save, Preview As..., Cancel, Undo, Redo, and Layout Properties buttons. Below this is a Fields section with a grid of fields: Account Name (Asst. Phone), Customer ID (Birthdate), Name (Contact Owner), Phone (Customer ID), Status (Data.com Key), Status (Do Not Call), Status (Fax Opt Out), Status (Languages), Status (Last Modified By), Status (Last Stay-in-Touch), Status (Lead Source), Status (Level), Status (Mailing Address), Status (Mobile), Status (Name), Status (Other Address), Status (Other Phone), Status (Phone). The layout also contains sections for Contact Detail and Contact Information, with standard buttons like Change Record Type, Send Survey, Edit, Delete, View Contact Hierarchy, Clone, Change Owner, Sharing, Sharing Hierarchy, Get Survey Invitation, Check for New Data, Add to Call List, Printable View, Start Conv, and Custom Buttons.

- Maintenance:** Simplified “Maintenance Details” view.

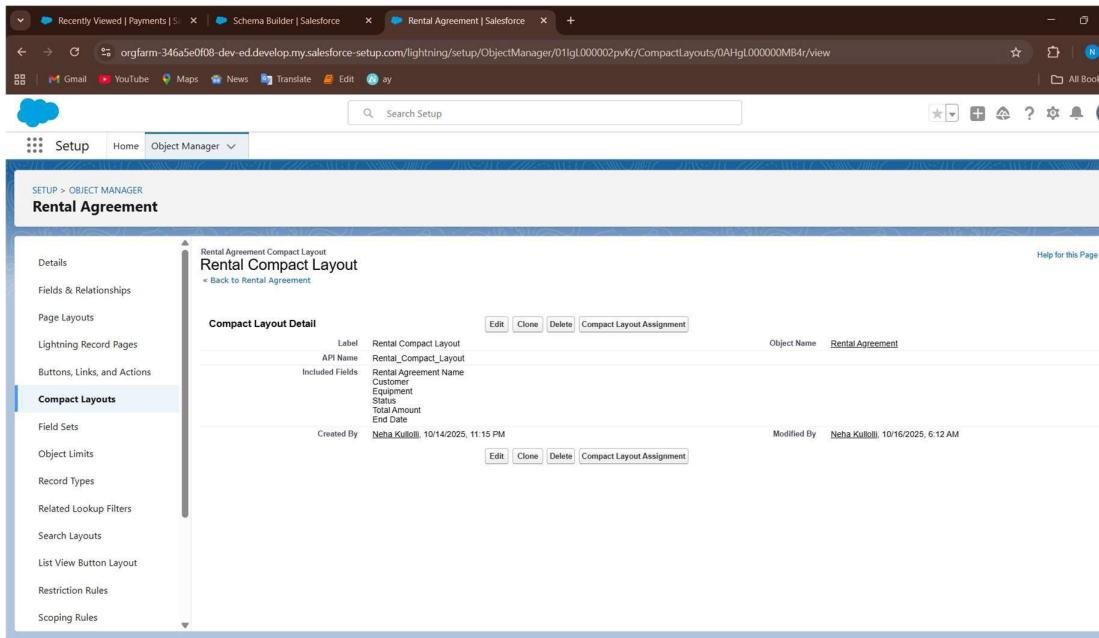


3.8 Compact Layouts

Procedure to Create Compact Layout for Rental Agreement

1. Go to: Setup → Object Manager → Rental Agreement
2. Click Compact Layouts → New
3. Configure:
 - Label: Rental Compact Layout
 - Name: Rental_Compact_Layout
4. Add Fields (Recommended 4–6):
 - Rental Agreement Name
 - Customer
 - Equipment
 - Status
 - Total Amount
 - End Date
5. Click Save
6. Assign Layout:
 - Click Compact Layout Assignment → Edit
 - Select Rental Compact Layout

○ **Click Save**



3.9 Field-Level Security

- Formula fields like **Total_Amount_c**, **End_Date_c**, **Discount_c**, etc., are set to **Read-Only** to prevent manual changes.
 - Ensures data consistency and protection from user edits.
-

3.10 Quick Actions Configuration

Quick Action	Object	Type	Purpose
Add Payment	Rental Agreement	Create Record	Quickly log a payment without leaving record
Report Issue	Equipment	Create Record	Log maintenance issue instantly
New Rental	Global Action	Create Record	Create rental from anywhere in app
Mark Available	Equipment	Update Record	Instantly mark item available after return

Result:

User efficiency improved through one-click actions for frequently performed operations.

3.11 Record Types You Should Add

1. Object: Rental Agreement

Procedure:

1. Setup → Object Manager → *Rental Agreement*
2. Click **Record Types** → New
3. Create two:
 - Label: **Draft Agreement** / Name: Draft_Agreement
 - Label: **Approved Agreement** / Name: Approved_Agreement
4. Assign page layouts accordingly.

The screenshot shows the Salesforce Setup interface with the following details:

- Page Header:** Data modeling report, Contact Intelligence View | Con, Rental Agreement | Salesforce.
- Toolbar:** Includes links to Gmail, YouTube, Maps, News, Translate, Edit, and Help, along with a 'All Bookmarks' dropdown.
- Header:** Search Setup.
- Left Navigation:** Setup, Home, Object Manager.
- Section:** SETUP > OBJECT MANAGER, Rental Agreement.
- Left Sidebar:** Details, Fields & Relationships, Page Layouts, Lightning Record Pages, Buttons, Links, and Actions, Compact Layouts, Field Sets, Object Limits, and Record Types (which is selected).
- Content Area:** Record Types table with 2 items, sorted by Record Type Label.

RECORD TYPE LABEL	DESCRIPTION	ACTIVE	MODIFIED BY
Approved Agreement		✓	Neha Kulloli, 10/16/2025, 6:45 AM
Draft Agreement		✓	Neha Kulloli, 10/16/2025, 6:44 AM
- Buttons:** Quick Find, New, Page Layout Assignment.

2. Object: Equipment

Procedure:

1. Setup → Object Manager → *Equipment*
2. Click **Record Types** → New
3. Create:
 - **Indoor Equipment**
 - **Outdoor Equipment**
4. Assign appropriate page layouts.

The screenshot shows the Salesforce Setup interface for the 'Equipment' object. The left sidebar lists various setup categories like Details, Fields & Relationships, Page Layouts, etc., with 'Record Types' currently selected. The main content area displays a table titled 'Record Types' with two items: 'Indoor Equipment' and 'Outdoor Equipment'. Both records are marked as Active and were modified by Neha Kulloli on 10/16/2025 at 6:45 AM and 6:46 AM respectively.

RECORD TYPE LABEL	DESCRIPTION	ACTIVE	MODIFIED BY
Indoor Equipment		✓	Neha Kulloli, 10/16/2025, 6:45 AM
Outdoor Equipment		✓	Neha Kulloli, 10/16/2025, 6:46 AM