1.INTRODUCTION.

1.1 overview..

 Property management CRM helps automate sales, service, and marketing tasks as well as unite digital communications, electronic payments, online maintenance, electronic leasing, and a resident portal.

 Salesforce property management enables the realty managers to keep track of crucial data about financial and household properties incorporating association cash flow, primary tenants and occupancy rates.
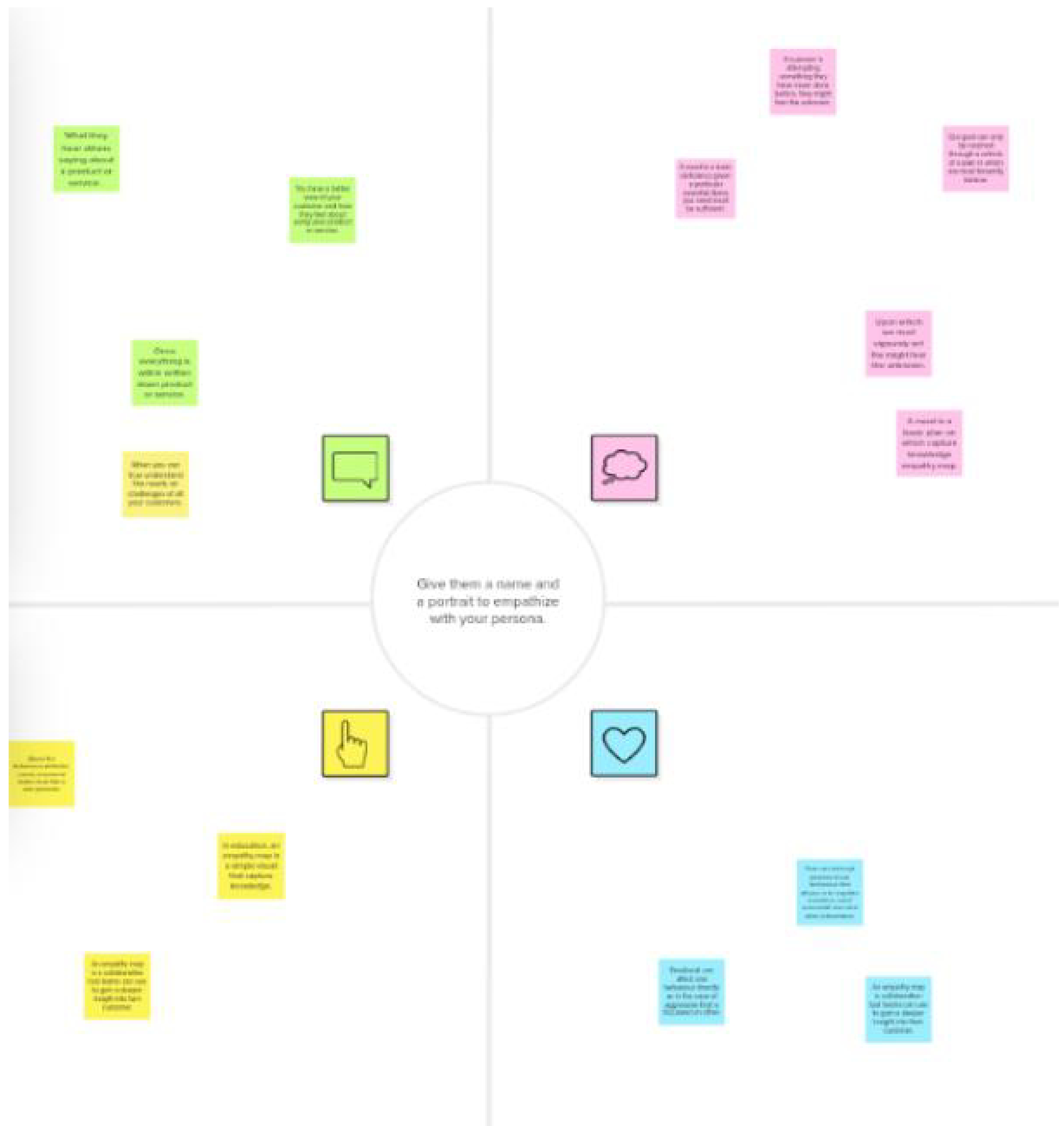
1.2 purpose.

Being a cloud based PMS platform. Salesforce helps you kept a track of all your tenants and buyers on a single platform

  Salesforce Property Management has powerful tools to remain associated with clients and tenants continuously, support further connections, track key data about business and residential properties, including occupancy rates, essential tenants, and revenue and take your productivity, and business growth, to the next .
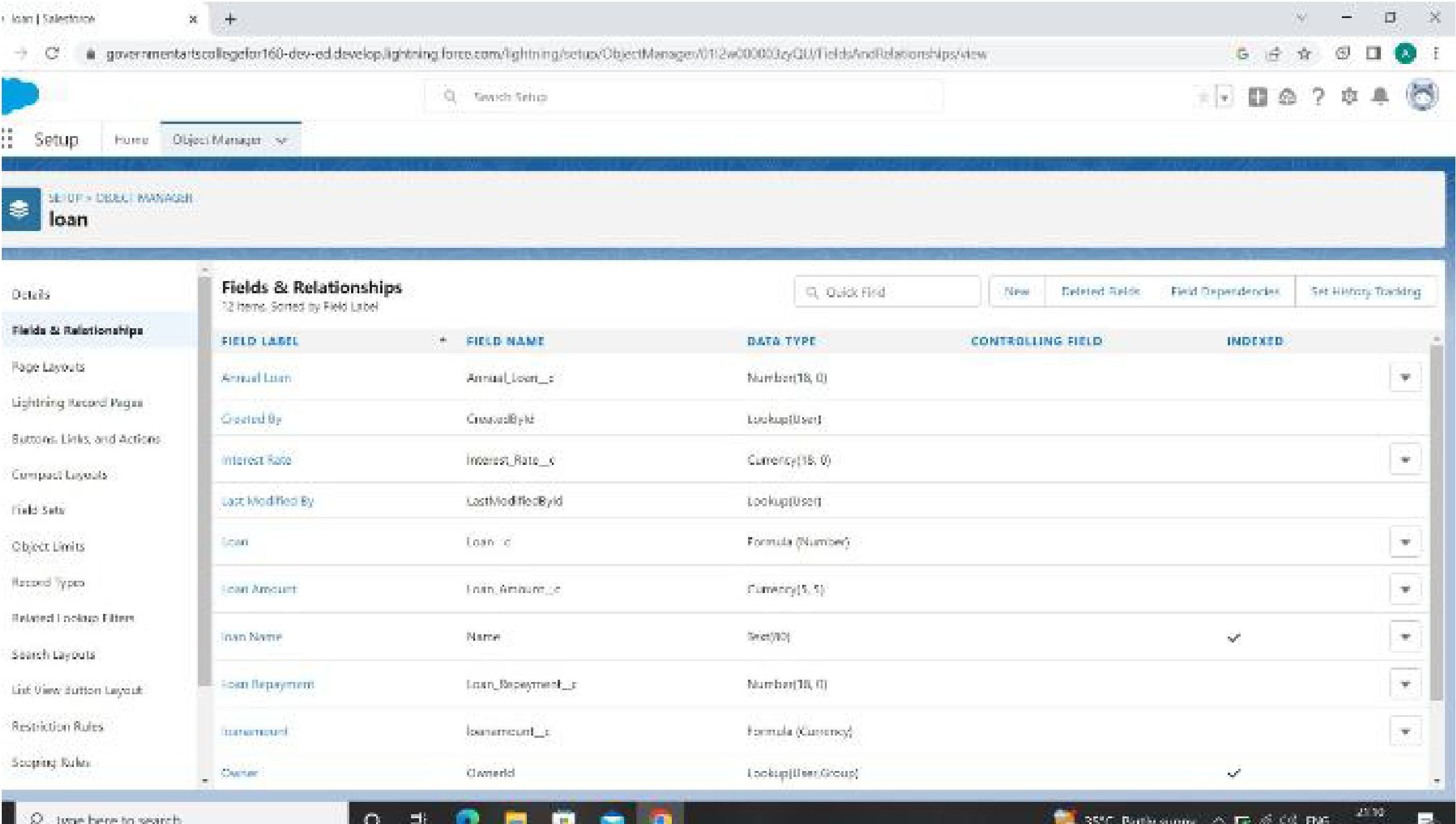
2. Problem definition and design thinking.

2.1 Empathy map.

Give them a name and a portrait to empathize with your persona.

2.1. Ideation and Brainstorming map.

3. **Result.**

   3.1 Data **model.**

Object name	Fields in the object		
Buy	Field label	Data type	
	Discount	Percentage	
	State	Picklist	
Rent	Field label	Data type	
	Rent	Auto number	
	Rental city	Text	
Loan	Field label	Data type	

	Interest rate	Currency
	Term	Text

3.2 Activity and screenshots..

Search Setup

Setup

Home   Object Manager ⌄

SETUP > OBJECT MANAGER

rent

Details	**Fields & Relationships**
Fields & Relationships	12 Items, Sorted by Field Label
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	
Scoping Rules	

Quick Find   New   Deleted Fields   Field Dependencies   Set History Tracking

FIELD LABEL ▲	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED	
Annual Loan	Annual_Loan__c	Number(18, 0)			▼
Created By	CreatedById	Lookup(User)			
Interest Rate	Interest_Rate__c	Currency(18, 0)			▼
Last Modified By	LastModifiedById	Lookup(User)			
loan amount	loan_amount__c	Formula (Number)			▼
Loan Id	Loan_Id__c	Auto Number			▼
Loan Repayment	Loan_Repayment__c	Number(18, 0)			▼
Owner	OwnerId	Lookup(User,Group)		✓	
Rent	Rent__c	Auto Number			▼
rent Name	Name	Text(80)		✓	▼

4.Trailhead Profile public URL..

Team lead:. https://trailblazer.me/id/arinaa23

Team member 1: https://trailblazer.me/id/abi12t

Team member 2: https://trailblazer.me/id/aanitha32

Team member 3: https://trailblazer.me/id/anadukattan

5. Advantages

- Leverage real-time reports and dashboards.

- Streamline lead, opportunity, and contact management.

- Simplify document management and data sharing.

- Enhance communication and collaboration tools.

Disadvantage

  Lack of specialists that have a deep understanding of property management business and its priorities.

Higher price if you look not only for technical skills but for industry expertise, especially in specific niches like property management.

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.

    Salesforce is the world's #1 customer relationship management (CRM) platform. We help your marketing, sales, commerce, service and IT teams work as one from anywhere — so you can keep your customers happy everywhere. Watch demon.

7. Conclusion.

    PMS provides a suite of services that can help firms monitor and optimize back-office activities and finances and even enhance the security of their properties. Additionally, PMS enhances communication between tenants, owners, and managers, making it easier for all parties to stay informed and connected in real time.

Property managers assist owners in creating budgets, advertise rental properties, qualify tenants, and collect rent. They also comply with the local landlord and real estate board laws and maintain the property.01-Feb-2023

8. **Future scope.**

As the demand for any Salesforce job role is high, a certification equips you with specialized Salesforce requirements. The right Salesforce training props you ahead in a niche area where the scope for career growth and salary is sky-high.…

Salesforce is forecasted to grow earnings and revenue by 34.9% and 10.2% per annum respectively. EPS and ROE are also expected to grow by 34.2% and 12.4% per year respectively. Analyst coverage for Salesforce stock is good.