# Problem Statement: Student Admission & Enrollment Management System

Educational institutions often face challenges in handling large numbers of student inquiries, applications, and enrollments. The process is usually scattered across emails, spreadsheets, and manual record-keeping, leading to inefficiency and loss of potential students.  
  
The lack of a centralized system for managing admissions causes delays, duplicate efforts, and poor communication with students. There is a need for an automated, transparent, and efficient admission and enrollment management system.  
  
This project proposes to develop a Salesforce-based Student Admission & Enrollment Management System to manage the end-to-end process. The system will track inquiries, automate admission follow-ups, monitor application progress, and record final enrollment decisions.