

1 INTRODUCTION

1.1 Overview

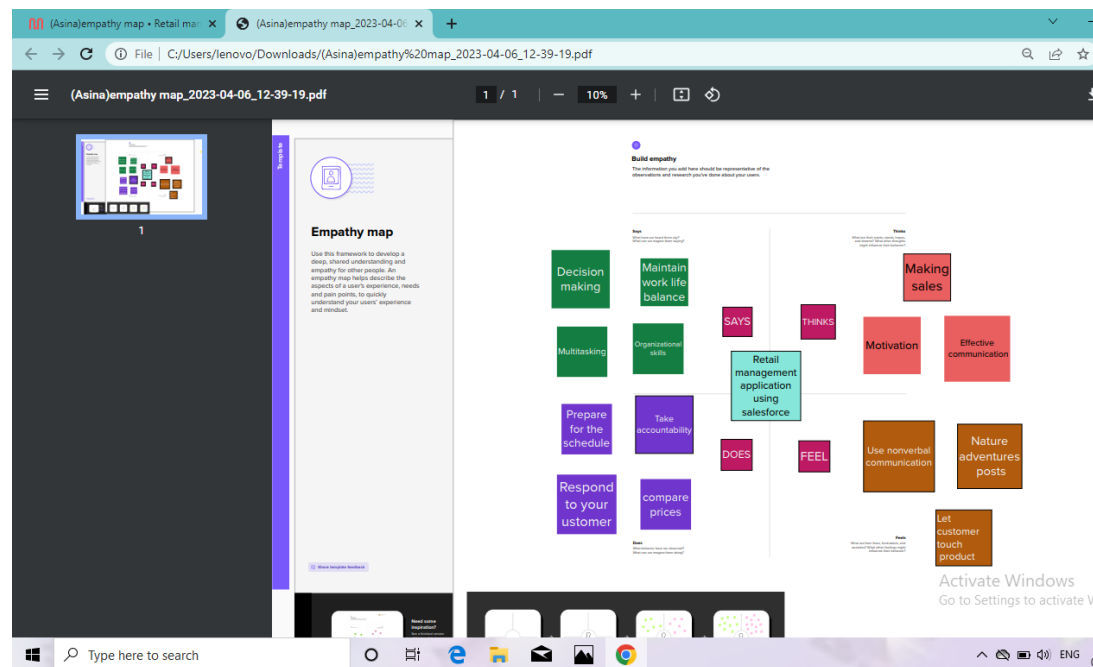
Retail management is the process of running and managing retail day-to-day activities surrounding the selling of goods and services to customers. Preparing and controlling the stores budget aiming for minimum expenditure and efficiency.

1.2 Purpose

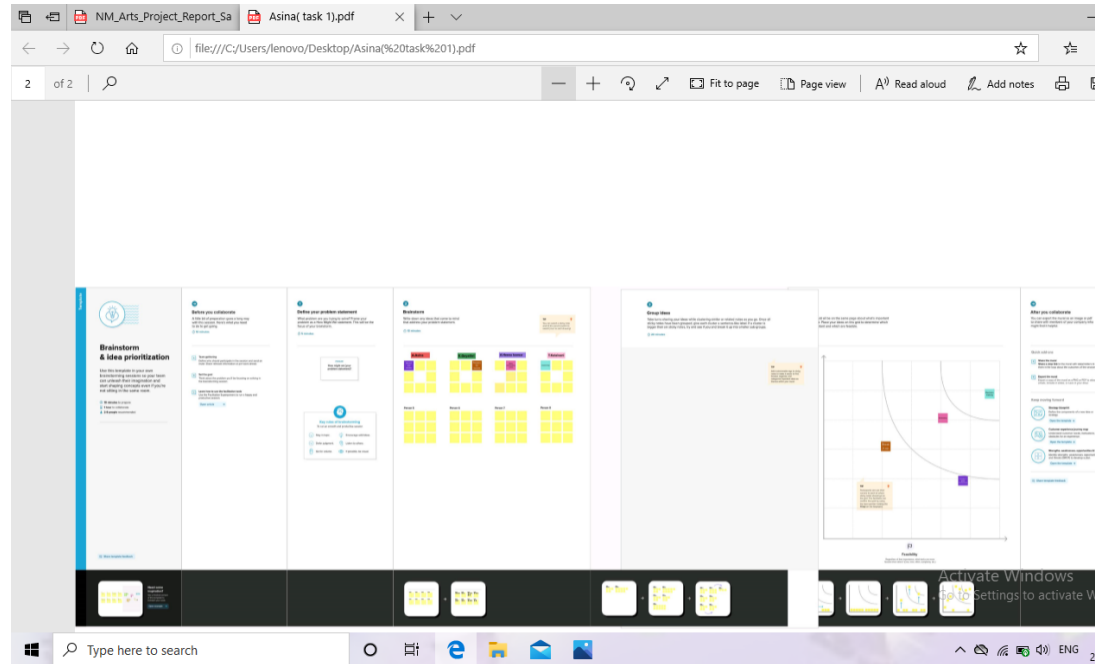
- *Motivating employee*
- *Growing store traffic*
- *Meeting sales goal*
- *Improving profitability*
- *Ensuring customer satisfaction*

2 Problem Definition & Design Thinking

2.1 Empathy Map



2.2 Ideation & Brainstorming Map

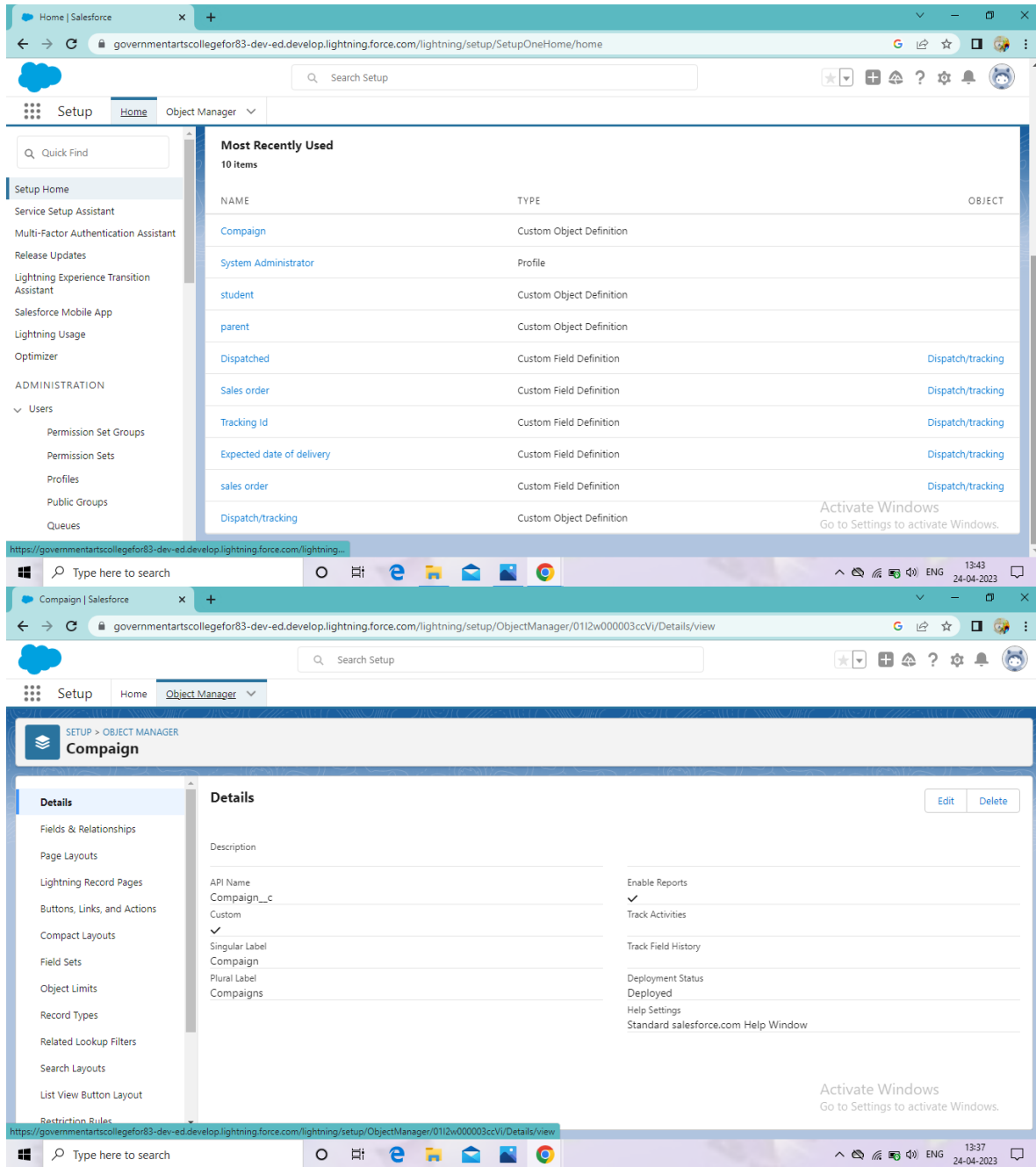


3 RESULT

3.1 Data Model

Object name	Fields in the Object	
obj1		
	Field label	Data type
	Dispatched	Checkbox
obj2		
	Field label	Data type
	Contact	Formula
	Dispatch/tracking	Master detail relationship

3.2 Activity & Screenshot



The screenshot displays the Salesforce Setup interface. The top navigation bar includes 'Setup', 'Home', and 'Object Manager'. The left sidebar lists various setup options, including 'Users', 'Permission Set Groups', 'Permission Sets', 'Profiles', 'Public Groups', and 'Queues'. The main content area shows a table of 'Most Recently Used' items.

NAME	TYPE	OBJECT
Campaign	Custom Object Definition	
System Administrator	Profile	
student	Custom Object Definition	
parent	Custom Object Definition	
Dispatched	Custom Field Definition	Dispatch/tracking
Sales order	Custom Field Definition	Dispatch/tracking
Tracking Id	Custom Field Definition	Dispatch/tracking
Expected date of delivery	Custom Field Definition	Dispatch/tracking
sales order	Custom Field Definition	Dispatch/tracking
Dispatch/tracking	Custom Object Definition	

Below the table, there is a section for 'Campaign' details. The left sidebar lists various setup options, including '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', and 'Restriction Rules'. The main content area shows the 'Details' of the 'Campaign' object.

Details

Description

API Name: [Campaign__c](#)

Custom

Singular Label: [Campaign](#)

Plural Label: [Campaigns](#)

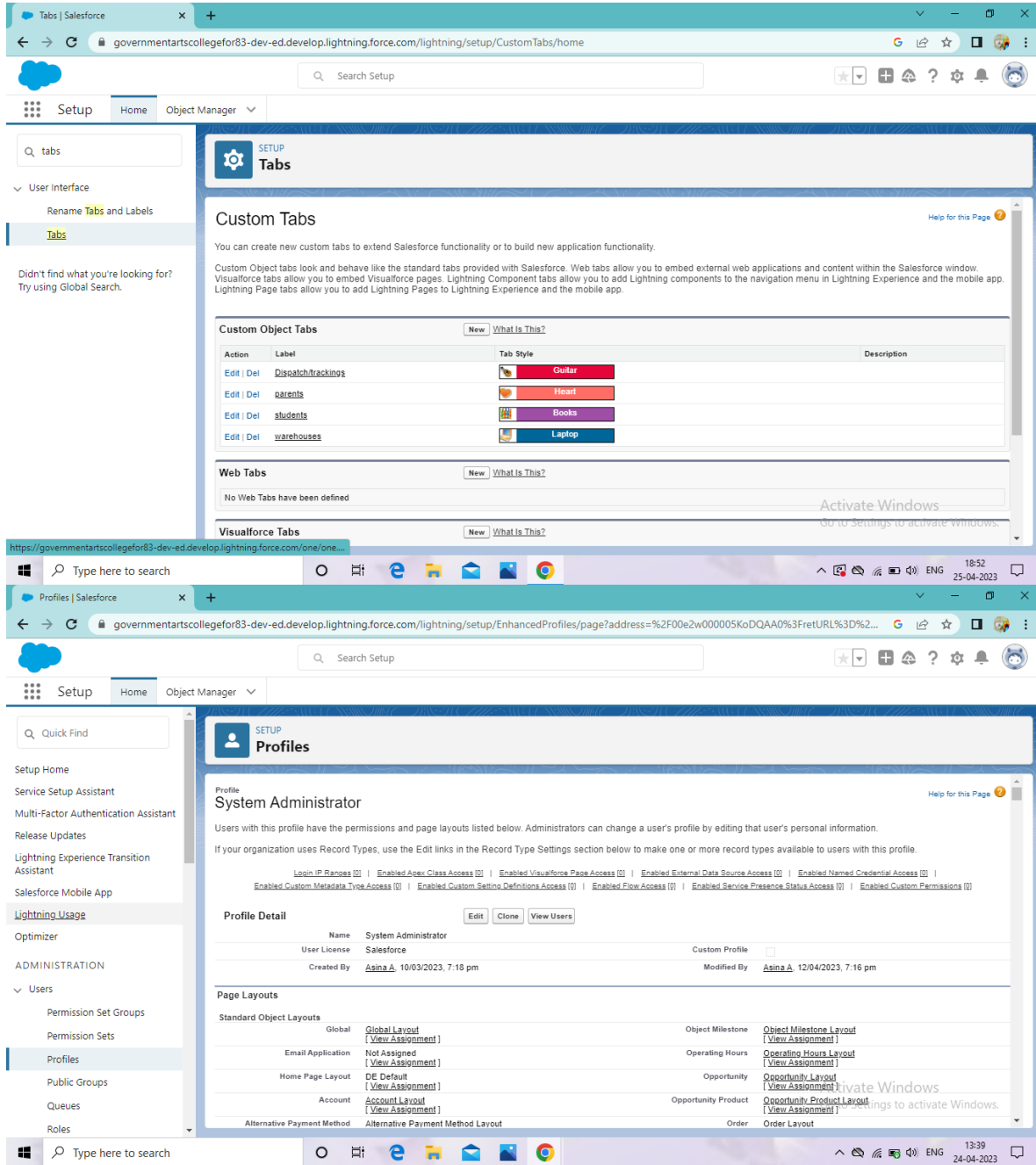
Enable Reports: ☒

Track Activities: ☒

Track Field History: ☐

Deployment Status: [Deployed](#)

Help Settings: [Standard salesforce.com Help Window](#)



The screenshot displays two screenshots of the Salesforce Setup interface. The top screenshot shows the 'Custom Tabs' page, and the bottom screenshot shows the 'Profiles' page.

Custom Tabs

You can create new custom tabs to extend Salesforce functionality or to build new application functionality. Custom Object tabs look and behave like the standard tabs provided with Salesforce. Web tabs allow you to embed external web applications and content within the Salesforce window. Visualforce tabs allow you to embed Visualforce pages. Lightning Component tabs allow you to add Lightning components to the navigation menu in Lightning Experience and the mobile app. Lightning Page tabs allow you to add Lightning Pages to Lightning Experience and the mobile app.

Action	Label	Tab Style	Description
Edit Del	Dispatch/trackings	Guitar	
Edit Del	parents	Heart	
Edit Del	students	Books	
Edit Del	warehouses	Laptop	

Web Tabs

No Web Tabs have been defined.

Visualforce Tabs

Profiles

Profile: System Administrator

Users with this profile have the permissions and page layouts listed below. Administrators can change a user's profile by editing that user's personal information. If your organization uses Record Types, use the Edit links in the Record Type Settings section below to make one or more record types available to users with this profile.

[Login IP Ranges](#) | [Enabled Apex Class Access](#) | [Enabled Visualforce Page Access](#) | [Enabled External Data Source Access](#) | [Enabled Named Credential Access](#) | [Enabled Custom Metadata Type Access](#) | [Enabled Custom Setting Definitions Access](#) | [Enabled Flow Access](#) | [Enabled Service Presence Status Access](#) | [Enabled Custom Permissions](#)

Profile Detail

Name	System Administrator
User License	Salesforce
Created By	Asina A. 10/03/2023, 7:10 pm
Modified By	Asina A. 12/04/2023, 7:16 pm

Page Layouts

Standard Object Layouts	Global	Object Milestone	Object Milestone Layout
Email Application	Not Assigned	Operating Hours	Operating Hours Layout
Home Page Layout	DE Default	Opportunity	Opportunity Layout
Account	Account Layout	Opportunity Product	Opportunity Product Layout
Alternative Payment Method	Alternative Payment Method Layout	Order	Order Layout

Account | Salesforce

governmentartscollegefor83-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/Account/ValidationRules/page?address=%2F03d2w0000001Ah...

Search Setup

Setup

Home

Object Manager

SETUP > OBJECT MANAGER

Account

Buttons, Links, and Actions

Compact Layouts

Field Sets

Object Limits

Record Types

Related Lookup Filters

Search Layouts

List View Button Layout

Hierarchy Columns

Scoping Rules

Triggers

Flow Triggers

Validation Rules

Account Validation Rule

Define a validation rule by specifying an error condition and a corresponding error message. The error condition is written as a Boolean formula expression that returns true or false. When the formula expression returns true, the save will be aborted and the error message will be displayed. The user can correct the error and try again.

Validation Rule Edit

Save Save & New Cancel

Rule Name

phone_number_has_international_format

Active

☒

Description

Error Condition Formula

Example: `Discount_Percent__c > 30`

More Examples...

Display an error if Discount is more than 30%

If this formula expression is true, display the text defined in the Error Message area

Insert Field Insert Operator

`LEFT (Phone, 1) <> "+"`

Functions

-- All Function Categories --

ABS

ACOS

ADDMONTHS

AND

ASCII

ASIN

Quick Tips

Operators & Functions

Type here to search

Users | Salesforce

governmentartscollegefor83-dev-ed.develop.lightning.force.com/lightning/setup/ManageUsers/home

Search Setup

Setup

Home

Object Manager

users

Users

Permission Set Groups

Permission Sets

Profiles

Public Groups

Queues

Roles

User Management Settings

Users

Feature Settings

Data.com

Prospector Users

Didn't find what you're looking for?

Try using Global Search.

SETUP

Users

All Users

On this page you can create, view, and manage users.

In addition, download SalesforceA to view and edit user details, reset passwords, and perform other administrative tasks from your mobile devices: [iOS](#) | [Android](#)

View: All Users Edit Create New View

New User

Reset Password(s)

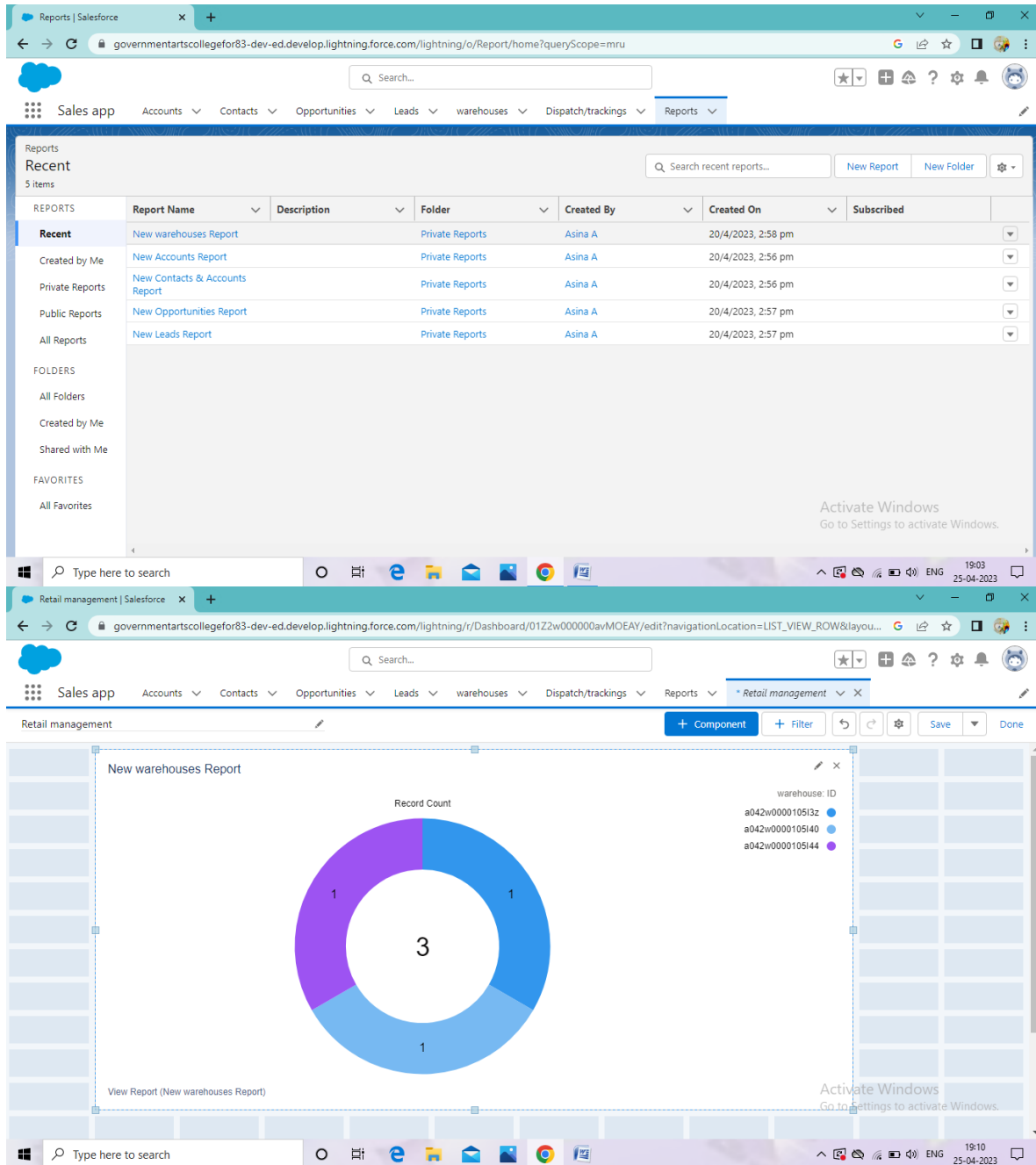
Add Multiple Users

Action	Full Name	Alias	Username	Role	Active	Profile
<input type="checkbox"/> Edit	A. Asina	AA	asina@acu@college.com		<input checked="" type="checkbox"/>	System Administrator
<input type="checkbox"/> Edit	Chatter Expert	Chatter	chatter.00d2w00000rk1xuead.w0h6z9w77hu@chatter.salesforce.com		<input checked="" type="checkbox"/>	Chatter Free User
<input type="checkbox"/> Edit	students_students	salud	asinaasina31@gmail.com		<input checked="" type="checkbox"/>	System Administrator
<input type="checkbox"/> Edit	User_Integration	intep	integration@00d2w00000rk1xuead.com		<input checked="" type="checkbox"/>	Analytics Cloud Integration User
<input type="checkbox"/> Edit	User_Security	sec	insightsecurity@00d2w00000rk1xuead.com		<input checked="" type="checkbox"/>	Analytics Cloud Security User

New User

Reset Password(s)

Add Multiple Users



The screenshot displays the Salesforce Reports interface. The top section shows a list of recent reports with columns for Report Name, Description, Folder, Created By, Created On, and Subscribed. Below this, a donut chart titled 'New warehouses Report' shows a record count of 3, divided into three segments of 1 each. The chart is color-coded by warehouse ID: a042w000010513z (blue), a042w0000105140 (light blue), and a042w0000105144 (purple).

REPORTS	Report Name	Description	Folder	Created By	Created On	Subscribed
Recent	New warehouses Report		Private Reports	Asina A	20/4/2023, 2:58 pm	
Created by Me	New Accounts Report		Private Reports	Asina A	20/4/2023, 2:56 pm	
Private Reports	New Contacts & Accounts Report		Private Reports	Asina A	20/4/2023, 2:56 pm	
Public Reports	New Opportunities Report		Private Reports	Asina A	20/4/2023, 2:57 pm	
All Reports	New Leads Report		Private Reports	Asina A	20/4/2023, 2:57 pm	

Record Count

warehouse: ID

- a042w000010513z
- a042w0000105140
- a042w0000105144

1 1 1

3

View Report (New warehouses Report)

4 Trailhead Profile Public URL

Team leader- <https://trailblazer.me/id/asina18>

Teammem1-<https://trailblazer.me/id/ttkalaivani>

Teammem2-<https://trailblazer.me/id/heena85>

Teammem3<https://trailblazer.me/id/gkothandan>

5 ADVANTAGES & DISADVANTAGE**Advantages:**

- ❖ *Requires less capital*
- ❖ *More profit margin than wholesalers*
- ❖ *Better customer relationship*
- ❖ *Credit facility*
- ❖ *No liability towards the buyers.*

Disadvantages:

- ❖ *Requires more marketing*
- ❖ *Good selling cost is required*
- ❖ *High competition*
- ❖ *No benefit of bulk buying*
- ❖ *No interaction with customers.*

6 APPLICATIONS

Sales force can be used to manage orders from retail stores and Distributors, processing payments and managing inventory levels. This can help field sales teams ensure that orders are fulfilled quickly And accurately and that inventory levels are maintained at optimal level .

7 CONCLUSION

In conclusion, sales force is powerful platforms that can help retailers meet the demands of the rapidly changing retail landscape. Also retail is a set of solutions built on the salesforce platform designed to help retail companies manage their operations and customer relationship .

8 FUTURE SCOPE

Retailing has a very wide scope. It is the one of the fastest growing industries India and is providing employment opportunities to many people. This has Supervisory, client communication, merchandise shipment, sales, management and administrative services. More than 2 million jobs are available in retail management around the world.