

1. Introduction

1.1 Overview

After the CRM is ready to be used, it's time to get people to use it. You need to remember that not everyone on your team is a tech genius. Even if you choose the most intuitive, [easy-to-use CRM software](#) to implement at your company, onboarding sessions and training of your employees to use the CRM system is essential. There are several things you can do to speed up adoption of your CRM system... Get your CRM vendor to onboard your top-management team. Arrange sessions with the CRM vendor's customer success reps and get them to explain how to use the solution. Hold a company-wide CRM onboarding event. Educate employees about the benefits of CRM, highlight the importance of an up-to-date CRM. Show how to work key features of the system. Conduct training sessions in smaller teams and demonstrate how to complete specific tasks in the CRM. Training is essential in: How to create records, how to update records, how to assign tasks, how to create [reports](#), and how to create [sales forecasts](#). It's also important to ensure every employee can get quick help regarding problems or questions they have about using the CRM. Prompt them to turn to the designated CRM manager for assistance.

1.2 Purpose

Improved Candidate Data Management: CRM can centralize and store candidate data, including internal marks, in a structured and organized manner. This can make it easier to track and access candidate information, reducing the chances of data loss or duplication. It can also enable efficient data retrieval and analysis, allowing organizations to make informed decisions based on internal marks and other relevant data.

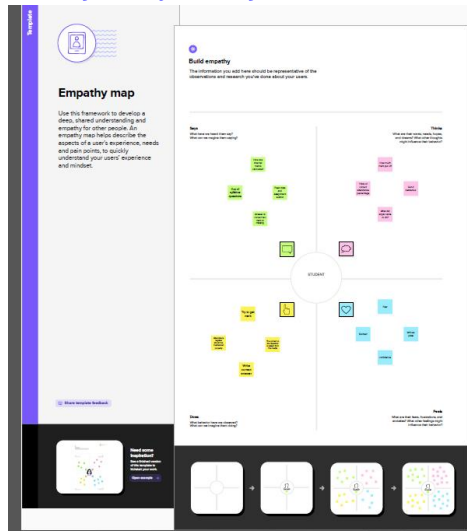
Enhanced Candidate Tracking: CRM can provide a systematic and automated approach to track candidates throughout their journey within an organization, from initial screening to final selection. This can include tracking internal marks, performance in assessments, feedback from interviewers, and other relevant data. It can help organizations monitor candidates' progress, identify high-performing candidates, and make informed decisions based on internal marks and other performance indicators.

Improved Collaboration and Communication: CRM can facilitate better collaboration and communication among different stakeholders involved in the candidate tracing process, such as HR personnel, recruiters, and hiring managers. It can provide a centralized platform to share and update information related to candidates, including

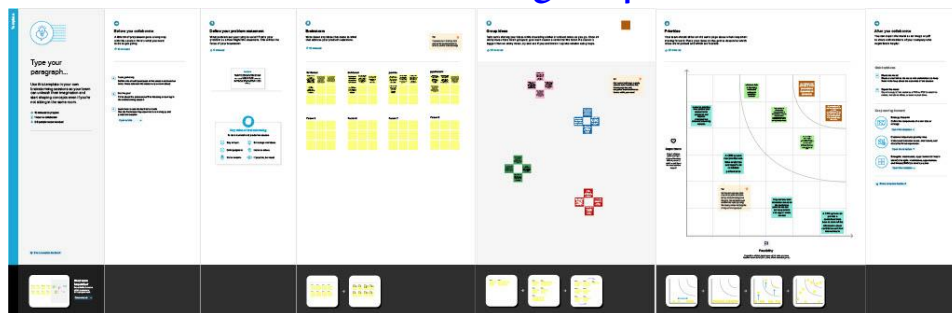
internal marks, in real-time. This can help streamline the process, reduce delays, and improve overall efficiency.

2. Problem definition & design thinking

2.1 Empathy map



2.2 Ideation and brainstorming map



3. Result

3.1 Data model

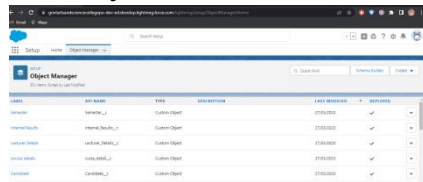
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	Last Modified by	Lookup(User)
	Owner	Lookup(User,Group)
	Semester Name	Text(80)
Candidate	Created by	Lookup(User)
	Candidate	Text(80)
	Last modified by	Lookup(User)
	Owner	Lookup(User,Group)
Course Details	Created by	Lookup(User)
	Course Details Name	Text(80)
	Last Modified by	Lookup(User0
	Owner	Lookup(User,Group)
Lecturer Details	Created by	Lookup(User)
	Last Modified by	Lookup(User)

Project Report

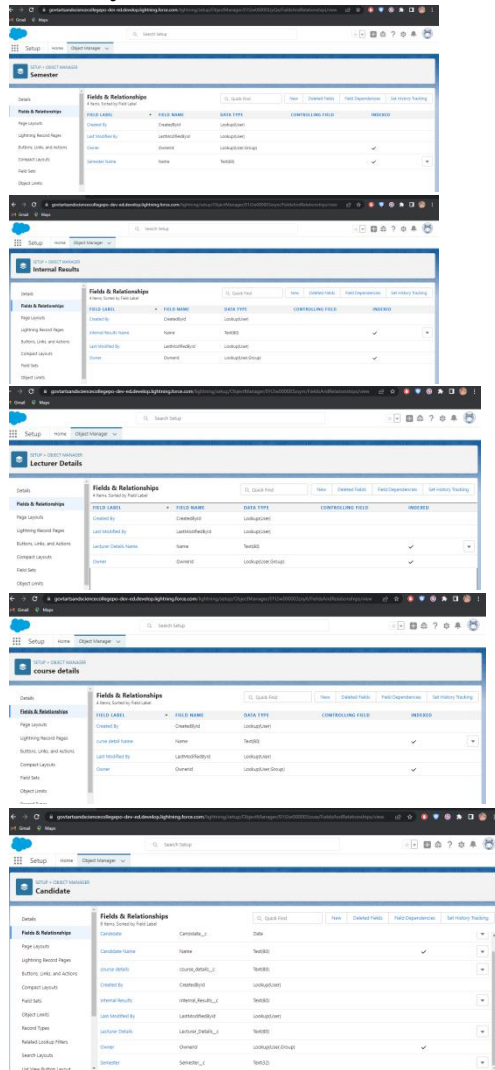
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	Owner	Lookup(User,Group)
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	Last Modified by	Lookup(User)
	Owner	Lookup(User,group)

3.2 Activity and screenshot

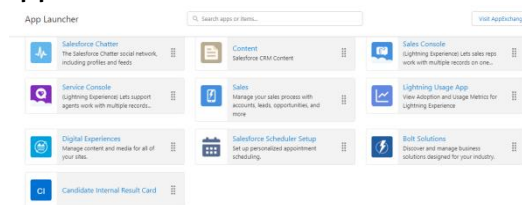
Activity 1



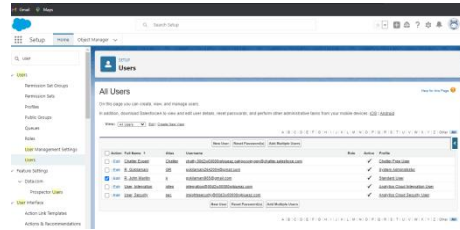
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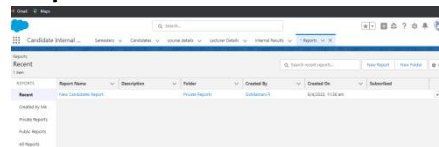
App



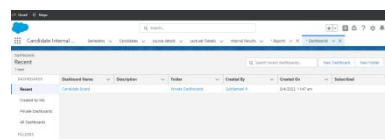
User



Reports



Dashboard



4. Trailhead profile public URL

Team Lead - [HTTP://trailblazer.me/id/gokilamani](http://trailblazer.me/id/gokilamani)

Team Member 1 - [HTTP://trailblazer.me/id/gvanik](http://trailblazer.me/id/gvanik)

Team Member 2 - [HTTP://trailblazer.me/id/bbharathi23](http://trailblazer.me/id/bbharathi23)

Team Member 3 – [HTTP://trailblazer.me/id/jeevv12](http://trailblazer.me/id/jeevv12)

5. Advantages and disadvantages

Advantages of Implementing CRM for Result Tracing of a Candidate with Internal Marks:

Enhanced Tracking: CRM (Customer Relationship Management) can provide a systematic and organized way to track the results of a candidate with internal marks. It can allow for easy access to a candidate's performance data, including internal marks, which can help in analyzing their progress over time.

Improved Communication: CRM can facilitate seamless communication between the candidate, faculty, and other stakeholders involved in the result tracking process. It can enable automated notifications and updates to be sent to the candidate regarding their internal marks, reducing the need for manual communication and improving efficiency.

Disadvantages of Implementing CRM for Result Tracing of a Candidate with Internal Marks:

Cost and Implementation: Implementing a CRM system can be costly and time-consuming. It requires investment in hardware, software, training, and ongoing maintenance, which may pose financial challenges for some educational institutions.

Resistance to Change: Introducing a CRM system for result tracing may face resistance from faculty, staff, or candidates who are accustomed to traditional methods of result tracking. Change management efforts may be required to overcome resistance and ensure smooth adoption of the CRM system.

6. Applications

Implementing a CRM system for result tracing of a candidate with internal marks can have various applications in an educational institution, leading to improved student support, streamlined communication, data-driven decision

making, enhanced accountability and transparency, centralized data management, streamlined reporting and compliance, and enhanced efficiency and productivity.

7. Conclusion

implementing a CRM system for result tracing of a candidate with internal marks can have practical applications in result tracking and analysis, candidate performance monitoring, early warning systems, communication and feedback, data analysis and reporting, record keeping and compliance, and enhanced collaboration and coordination among faculty and staff.

8. Future Scope

The future scope of implementing a CRM system for result tracing of a candidate with internal marks can involve advancements in personalized learning, mobile and social integration, communication and collaboration, integration with external systems, data security and privacy, scalability, and customization. These advancements can enable educational institutions to effectively track, analyze, and leverage internal marks data to improve academic outcomes and enhance the overall educational experience for candidates.