

# **IMPLMENTING CRM FOR RESULT TRACKING OF A CANDIDATE WITH INTERNAL MARKS**

## **INTRODUCTION:**

### **1.1 OVER VIEW:**

**Administrator should be able to create all base data including Semester, Candidate, Course and Lecturer, Lecturer should have the ability to create Internal Results, Dean, who is one of the Lecturer, should be the only one with ability to update Internal Results, Re-evaluation Can be initialized by Candidate for all Internal Results.**

### **1.2 PURPOSE:**

- ✓ It aims to produce areal time knowledge of the salesforce and how can we build a app using salesforce in this project we build a Candidate results card application for educational institutions, which would be useful for the staffs to reduce time and track the performance of the students with ease.**
- ✓ it is helpful to have large number of data maintained under one platform.**

# PROBLEM SOLVING & DESIGN THINKING

## 2.1 EMPATHY MAP



## 2.2 IDEATION & BRAINSTORMING MAP



## RESULT

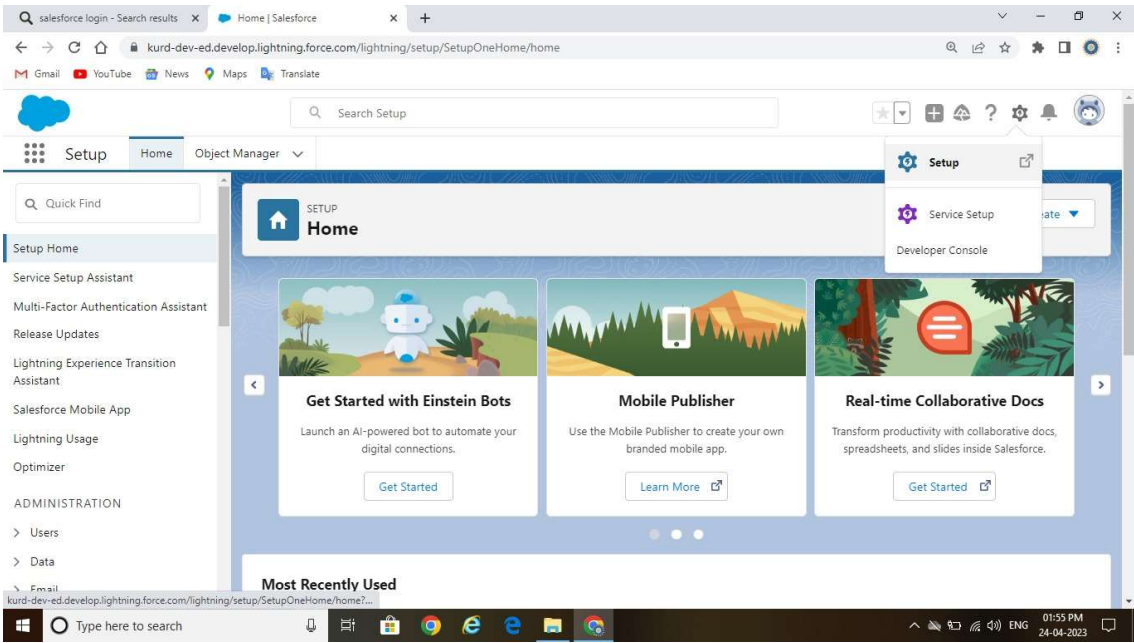
### 3.1 Data Model

OBJECT NAME	FIELDS IN THE OBJECT	
Custom object	Field Label	Data Type
	Semester Name	Text
	Candidate	Text
	Course Details	Text
	Lecturer Details	Text
	Internal Results	Text

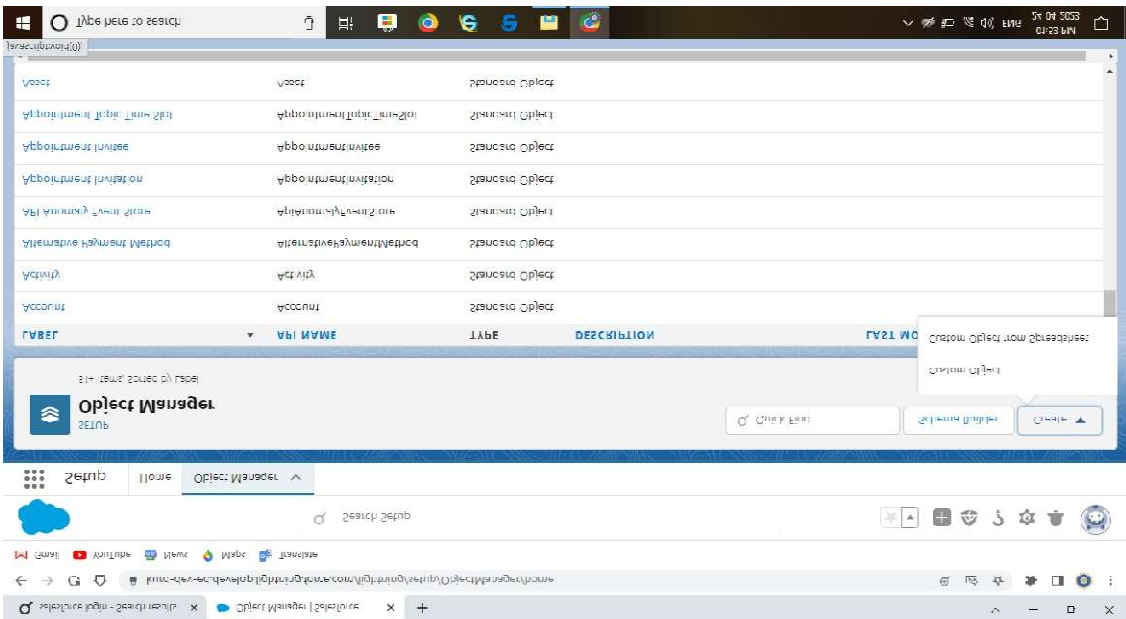
### 3.2 Activity & Screenshot

## SALESFORCE

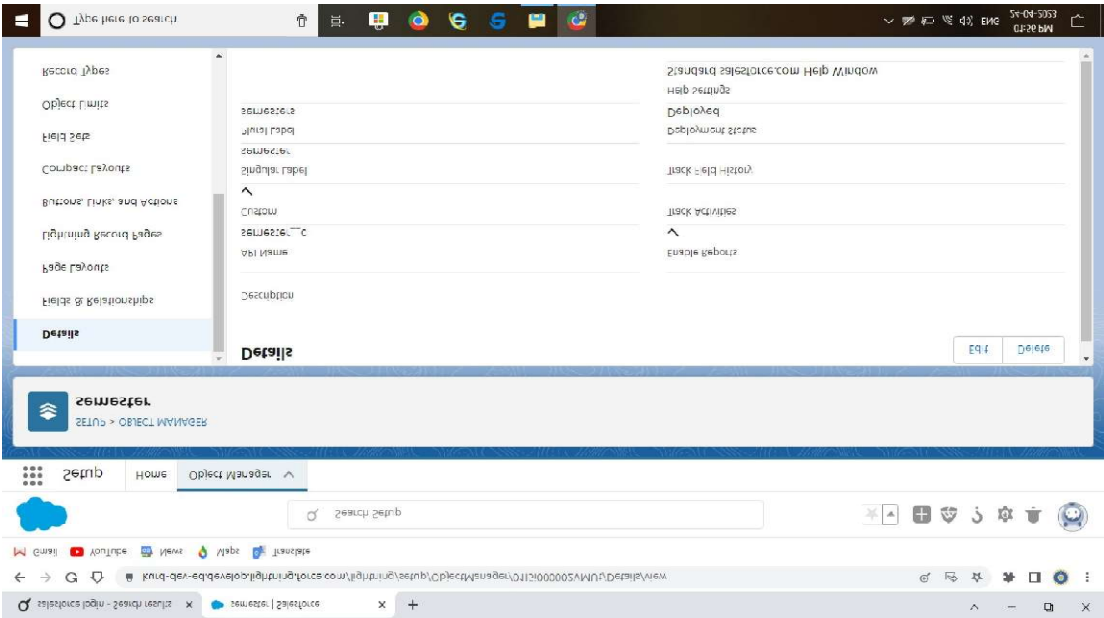
### HOME PAGE



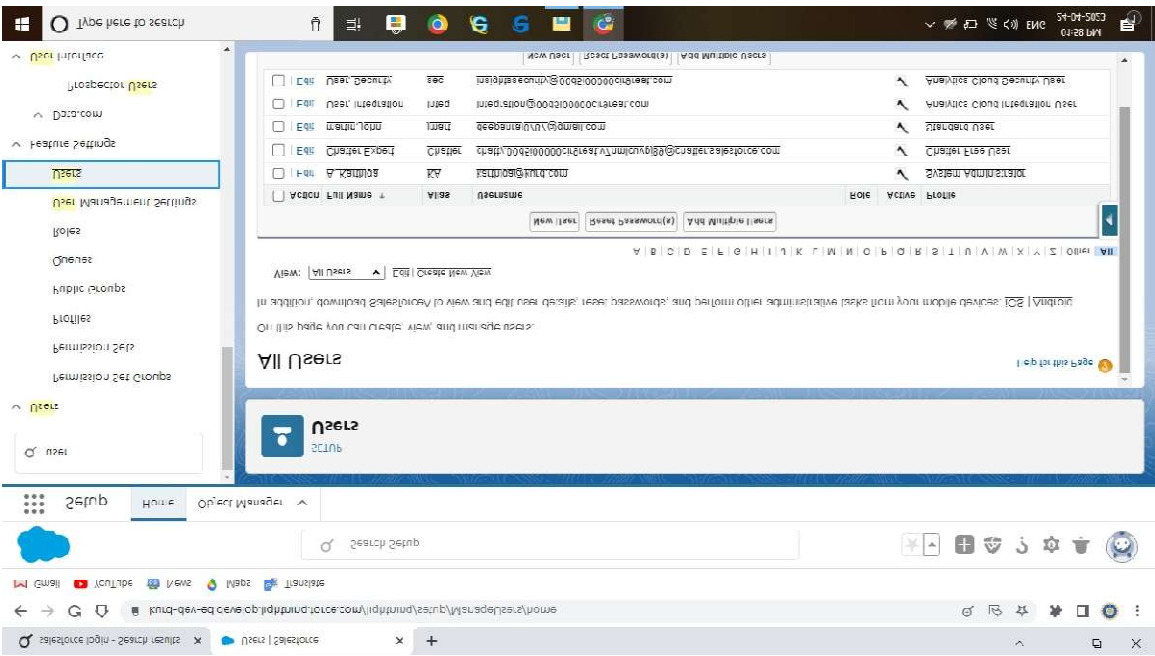
### OBJECT MANAGER



SEMESTER



USERS



## **TRAILHEAD PROFILE PUBLIC URL**

- **Team Lead - <https://trailblazer.me/id/karthigaiselvirdm>**
- **Team Member 1 - <https://trailblazer.me/id/deepanrajrdm>**
- **Team Member 2 - <https://trailblazer.me/id/uthayakumarrdm>**
- **Team Member 3 - <https://trailblazer.me/id/rayyappanrdm>**

## **ADVANTAGES**

- ✓ **It allows for the consolidation of customer data and the basis for deep insights It speeds up the sales conversion process.**
- ✓ **It allows geographically dispersed team to collaborate effectively.**
- ✓ **Improves customer experience by allowing personalization and improved query relation.**

## **DISADVANTAGE**

- ✓ **Cumber experience may worsen die tempt over on the system.**
- ✓ **Security and data protection issues with centralized data The excess initiate and productivity cost at the implementation.**

## **CONCLUSION**

- ✓ **Management System ideal with student details, academic relate reports, college details and come details. It tracks all the details of a student from the day on the end of his course which can be used for all reporting purpose, tracking of progress in the course, completed semester, upcoming semester details, mam details, project or any other assurgent details, and final exam.**

## **FUTURE SCOPE**

- ✓ **Scope of education meage of view, outlook field or opportunity of activity**
- ✓ **operation and application of education Education has a wider meaning and application**
- ✓ **I want something reliable**
- ✓ **Target marketing**
- ✓ **Increase candidate quality**
- ✓ **Can work easily**
- ✓ **Streamlining internal sales processes**