

Garage Management system

INTRODUCTION:

The Garage Management System (GMS) is a robust software solution designed to enhance the efficiency and functionality of automotive repair shops, service centers, and garages. By offering a wide range of features tailored to the needs of mechanics, service advisors, and business owners, GMS ensures streamlined workflows and improved customer satisfaction. Its intuitive interface and advanced capabilities empower garages to excel in a competitive environment, fostering strong customer relationships and operational excellence.

Key Features of GMS:

- 1. Appointment Scheduling:**
 - Simplifies the process of booking service appointments for customers.
 - Helps staff efficiently organize daily schedules, minimizing idle time and optimizing resource utilization.
- 2. Vehicle Management:**
 - Keeps comprehensive records of each vehicle, including service history, repair details, and maintenance schedules.
 - Monitors the status of vehicles during servicing, enhancing communication with customers.
- 3. Customer Relationship Management (CRM):**
 - Stores essential customer information and preferences.
 - Sends reminders for services, follow-up messages, and promotional offers to foster customer loyalty.
- 4. Inventory and Spare Parts Management:**
 - Monitors stock levels of spare parts and automates reordering to avoid shortages.
 - Ensures mechanics have the required tools and parts readily available.
- 5. Billing and Invoicing:**
 - Creates accurate and professional invoices with ease.
 - Supports various payment options, discounts, and tax calculations.
- 6. Work Order Management:**
 - Generates detailed work orders that include tasks, estimated costs, and deadlines.

- Assists staff in prioritizing tasks and completing jobs on time.

7. Reporting and Analytics:

- Delivers insights into key performance metrics such as revenue, job completion rates, and customer feedback.
- Identifies patterns and highlights opportunities for improvement.

GMS serves as a comprehensive tool to enhance service quality, streamline operations, and strengthen customer engagement, enabling automotive repair facilities to thrive while offering a seamless experience for both customers and staff.

Salesforce

Introduction:

Are you new to Salesforce and unsure about what it is or how to get started? Wondering where to begin your learning journey? If you said yes to any of these, you're in the right place! This module is here to guide you.

Welcome to Salesforce! It's a revolutionary platform equipped with productivity-enhancing tools designed to help you work smarter and faster. As you progress through this module, you'll explore its key features and answer the fundamental question, "*What exactly is Salesforce?*"

What Is Salesforce?

Salesforce is a platform designed to ensure customer success, helping you with selling, servicing, marketing, analyzing, and connecting with your customers.

It provides all the tools you need to manage your business from anywhere. By leveraging its standard products and features, you can:

- Maintain relationships with prospects and customers.
- Collaborate effectively with employees and partners.
- Securely store your data in the cloud.

Before Salesforce, tasks like managing contacts, emails, follow-ups, and deals might have been scattered and unorganized. Salesforce simplifies these operations into one cohesive platform.

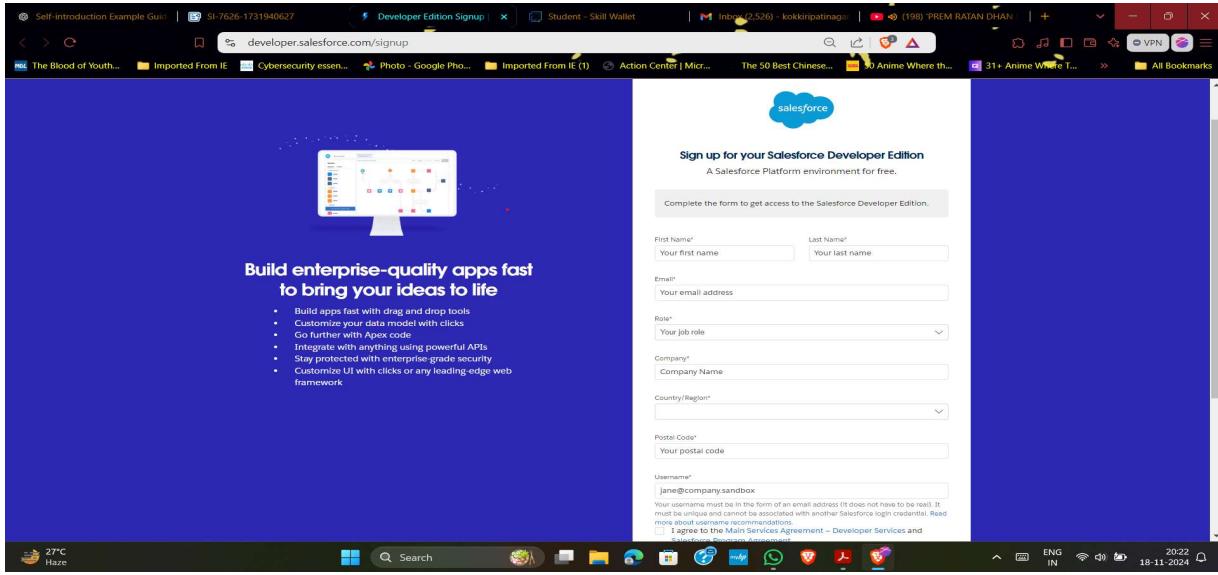
Creating Developer Account:

How to Create a Developer Account in Salesforce:

1. Visit **Salesforce Developer Signup**.
2. Fill out the sign-up form with the following details:
 - **First Name & Last Name:** Your full name.
 - **Email Address:** Provide a valid email.
 - **Role:** Select "Developer."

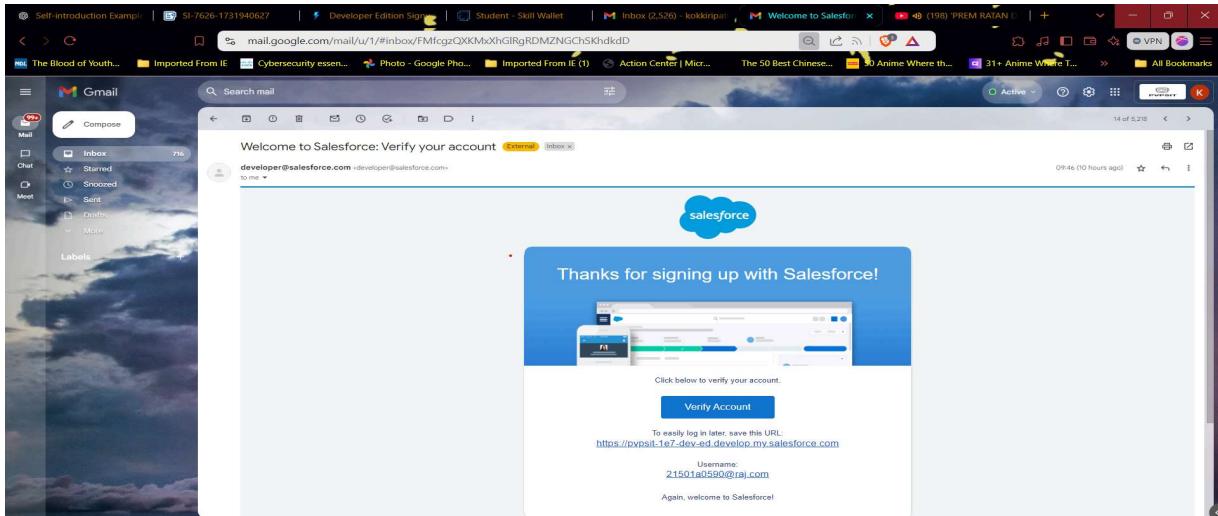
- **Company:** Enter your college name.
- **Country:** Choose "India."
- **Postal Code:** Enter your area's pin code.
- **Username:** Create a username using the format `yourname@organization.com`. It doesn't have to be a real email.

3. Once all the details are entered, click **Sign Me Up** to complete the process.



Account Activation:

1. Go to the inbox of the email that you used while signing up.
2. Click on the **verify account** link to activate your account.



OBJECT

What Is an Object? In Salesforce, objects are database tables that allow you to store data specific to an organization. They form the foundation of how Salesforce organizes and manages data.

Types of Salesforce Objects:

1. Standard Objects:

- These are pre-built objects provided by Salesforce, such as Users, Contracts, Reports, Dashboards, and more.

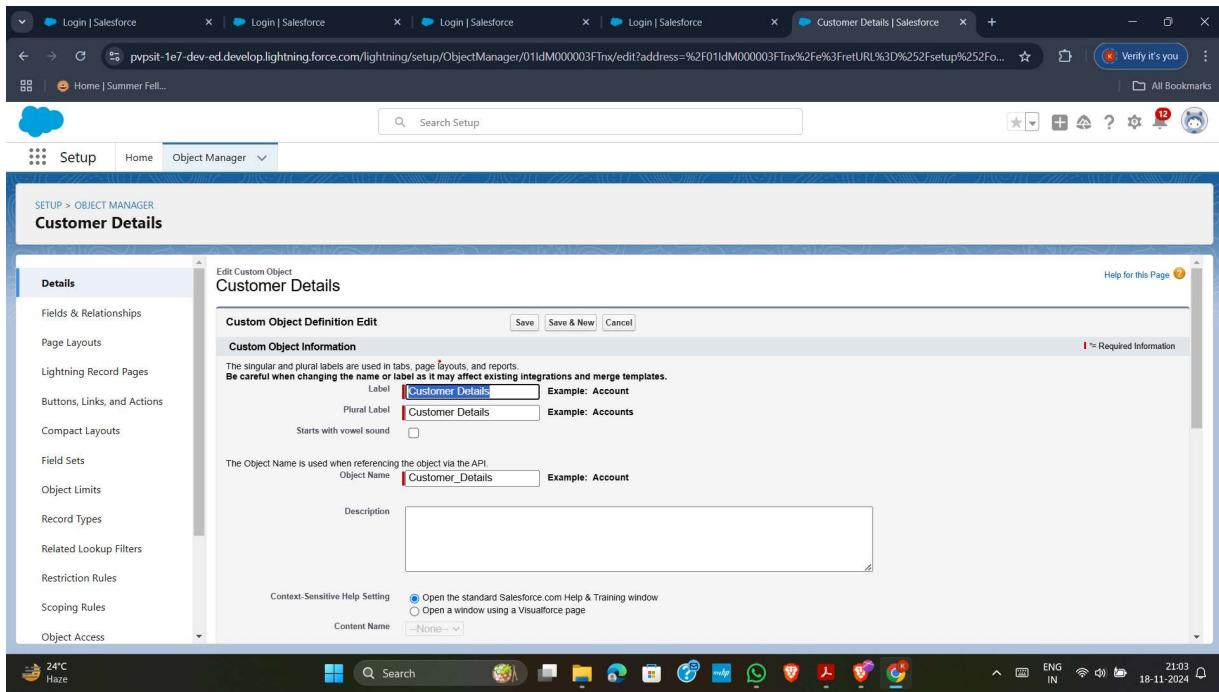
2. Custom Objects:

- These are user-created objects tailored to the unique needs of an organization. Custom objects are at the core of any application, enabling data sharing and customization specific to the business requirements.

Steps to Create Objects:

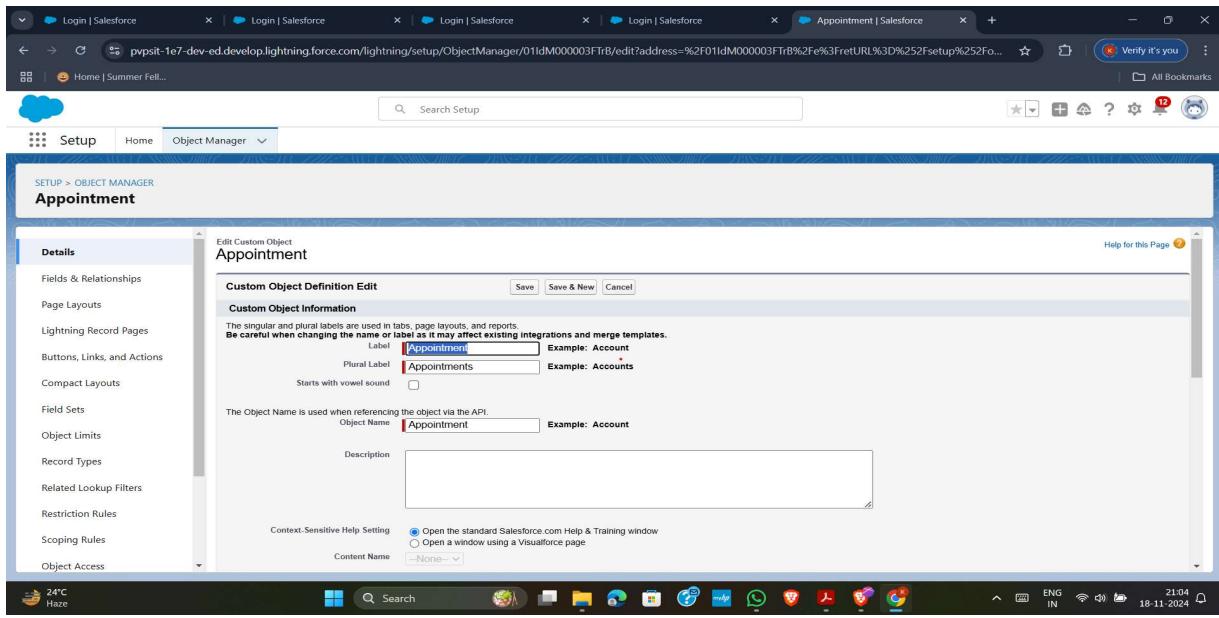
1. Customer Details Object:

- Navigate to **Setup Page > Object Manager > Create > Custom Object**.
- Fill in the following details:
 - Label Name: Customer Details
 - Plural Label Name: Customer Details
 - Record Name Label: Customer Name
 - Data Type: Text
- Enable the following options:
 - Allow Reports
 - Track Field History
 - Allow Search
- Click **Save**.



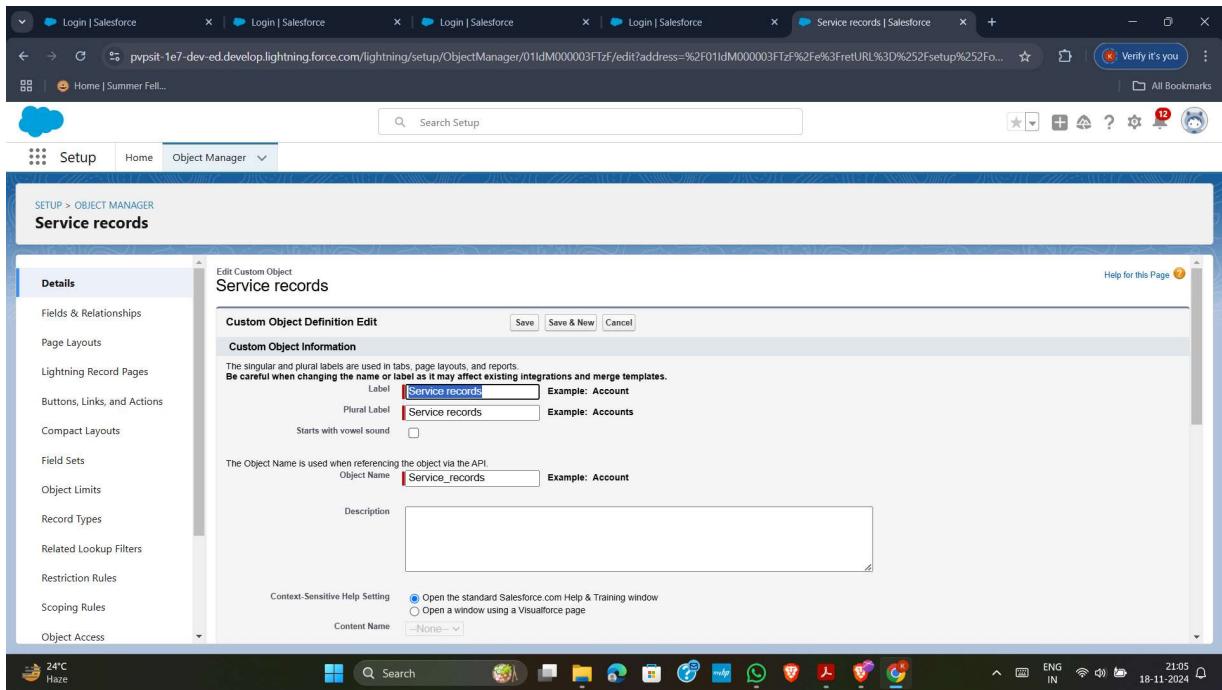
2. Appointment Object:

- Repeat the above process with:
 - **Label Name:** Appointment
 - **Record Name Label:** Appointment Name
 - **Data Type:** Auto Number
 - **Display Format:** app-{000}
 - **Starting Number:** 1



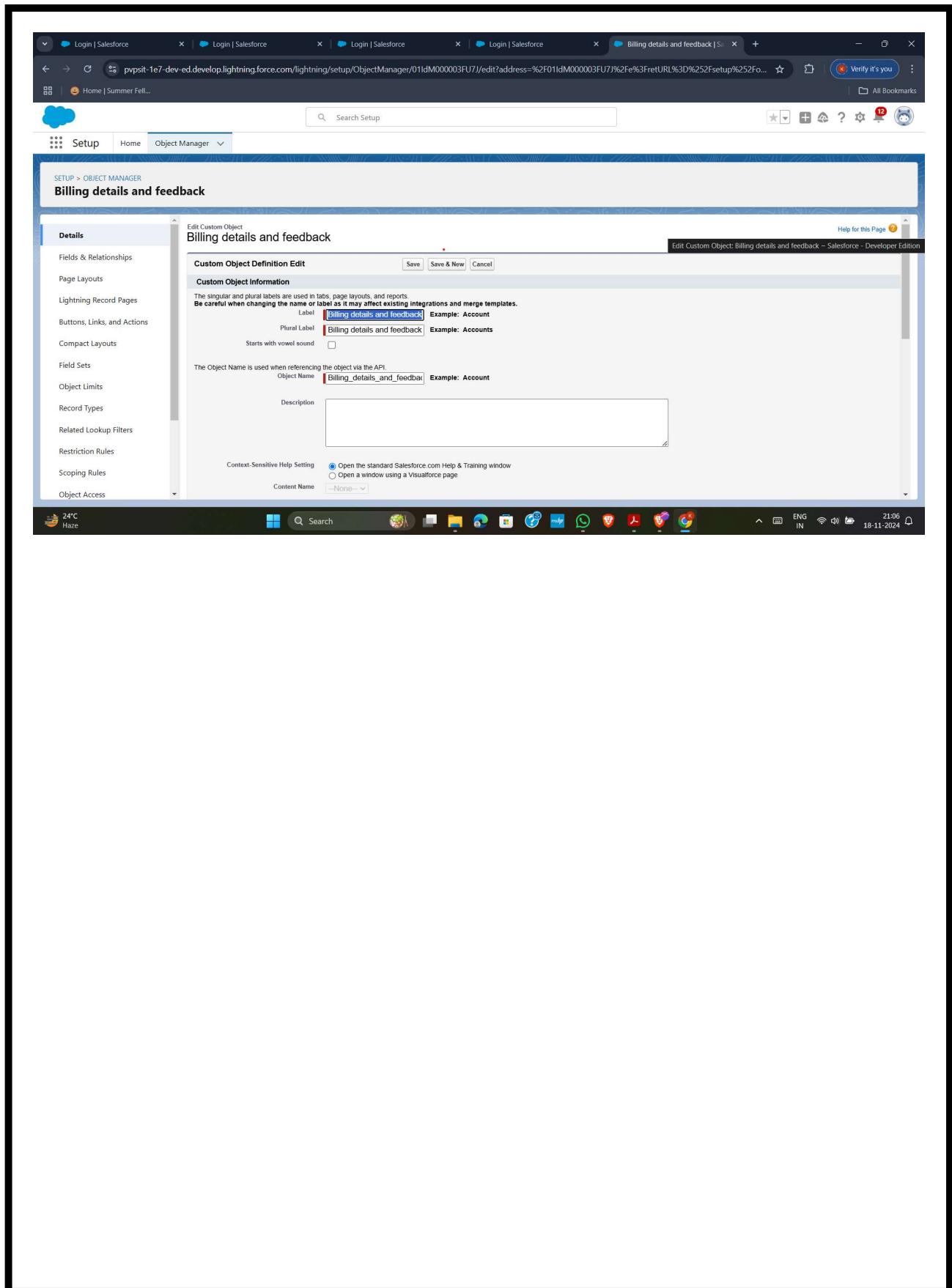
3. Service Records Object:

- Label Name: Service Records
- Record Name Label: Service Records Name
- Data Type: Auto Number
- Display Format: ser-{000}
- Starting Number: 1



4. Billing Details and Feedback Object:

- Label Name: Billing Details and Feedback
- Record Name Label: Billing Details and Feedback Name
- Data Type: Auto Number
- Display Format: bill-{000}
- Starting Number: 1



Tabs

What Is a Tab?

A tab is a user interface element in Salesforce that allows you to create and view records associated with objects. Tabs provide an organized way to interact with data stored in Salesforce objects.

Types of Tabs

1. Custom Tabs

- Custom object tabs serve as the interface for custom applications you create in Salesforce.
- They function similarly to standard Salesforce tabs like Accounts, Contacts, and Opportunities.

2. Web Tabs

- Display embedded web content or applications within the Salesforce window.
- Allow users to quickly access frequently used content or tools without leaving Salesforce.

3. Visualforce Tabs

- Display custom Visualforce pages.
- These tabs look and behave like standard Salesforce tabs, such as Accounts and Opportunities.

4. Lightning Component Tabs

- Enable the integration of Lightning components into the navigation menu for Lightning Experience and the mobile app.

5. Lightning Page Tabs

- Add Lightning Pages to the mobile app navigation.
- Unlike other custom tabs, they don't appear on the All Tabs page or in the Available Tabs list when customizing app tabs.

Steps to Create Tabs

1. Creating a Custom Tab (Customer Details)

- Go to the **Setup Page**, type "Tabs" in the Quick Find bar, and click on **Tabs**.
- Under **Custom Object Tabs**, click **New**.

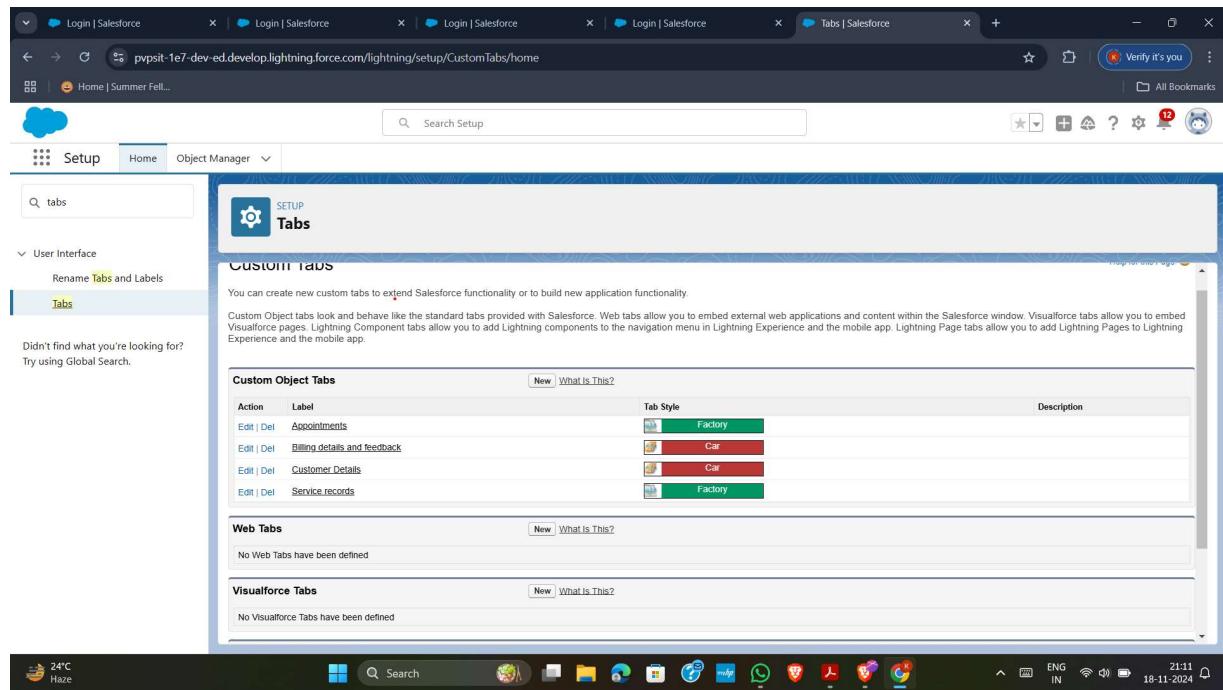
- Select the object **Customer Details** and choose a tab style.
- Click **Next** to proceed to the profiles page and leave the default settings.
- Click **Next** again for the Custom App settings and uncheck the option to include the tab.
- Ensure the option **Append tab to users' existing personal customizations** is checked.
- Click **Save** to create the tab.

2. Creating Tabs for Remaining Objects

Repeat the steps above for these objects:

- **Appointments**
- **Service Records**
- **Billing Details and Feedback**

By following this process, you can add tabs for all necessary custom objects in your Salesforce environment.



The Lightning App

What Is a Lightning App?

A Lightning app is a collection of tools, objects, tabs, and other resources bundled together for a specific purpose. These apps provide users with a convenient navigation bar in Lightning Experience, allowing seamless access to everything they need for their tasks.

Lightning apps enable customization, such as:

- Branding with custom colors and logos.
 - Adding utility bars and Lightning page tabs.
- This improves user efficiency and makes switching between apps effortless.

Steps to Create a Lightning App

1. **Access the App Manager**
 - Navigate to the **Setup Page**.
 - Search for **App Manager** in the Quick Find bar and select it.
 - Click **New Lightning App** to begin.
2. **Fill App Details**
 - Enter the App Name as **Garage Management Application**.
 - Click **Next**.
 - On the **App Options Page**, keep the settings as default and click **Next**.
 - On the **Utility Items Page**, keep the default settings and click **Next** again.
3. **Add Navigation Items**
 - Search for the items to include in the app (e.g., **Customer Details, Appointments, Service Records, Billing Details and Feedback, Reports, and Dashboards**) in the search bar.
 - Use the arrow button to add them to the navigation menu.
 - Click **Next** to continue.
4. **Assign User Profiles**
 - In the **User Profiles** section, search for **System Administrator** in the search bar.
 - Use the arrow button to assign this profile to the app.
 - Click **Save & Finish** to complete the setup.

The screenshot shows a browser window with four tabs all titled "Login | Salesforce". The active tab is "App Manager | Salesforce" at the URL pvpst-1e7-dev-ed.lightning.force.com/lightning/setup/NavigationMenus/home. The page title is "Lightning Experience App Manager". The left sidebar has a search bar and navigation links for "Setup", "Home", "Object Manager", "External Client Apps", and "App Manager". A message says " Didn't find what you're looking for? Try using Global Search.". The main content area displays a table of 24 installed apps, sorted by App Name. The columns are: App Name ↑, Developer Name, Description, Last Modified ..., Ap..., Vi... . The table includes rows for Analytics Studio, App Launcher, Automation, Bolt Solutions, Business Rules Engine, Community, Content, Data Manager, Digital Experiences, Garage Management Application (which is selected), Lightning Usage App, Marketing CRM Classic, and Platform.

App Name ↑	Developer Name	Description	Last Modified ...	Ap...	Vi...
Analytics Studio	Insights	Build CRM Analytics dashboards and apps	18/11/2024, 9:12 am	Classic	✓
App Launcher	AppLauncher	App Launcher tabs	18/11/2024, 9:12 am	Classic	✓
Automation	FlowsApp	Automate business processes and repetitive tasks.	18/11/2024, 9:18 am	Lightning	✓
Bolt Solutions	LightningBolt	Discover and manage business solutions designed for your industry.	18/11/2024, 9:15 am	Lightning	✓
Business Rules Engine	ExpressionSetConsole	Create and maintain business rules that perform complex lookups and ca...	18/11/2024, 9:12 am	Lightning	✓
Community	Community	Salesforce CRM Communities	18/11/2024, 9:12 am	Classic	✓
Content	Content	Salesforce CRM Content	18/11/2024, 9:12 am	Classic	✓
Data Manager	DataManager	Use Data Manager to view limits, monitor usage, and manage recipes.	18/11/2024, 9:12 am	Lightning	✓
Digital Experiences	SalesforceCMS	Manage content and media for all of your sites.	18/11/2024, 9:12 am	Lightning	✓
Garage Management Application	Garage_Management_Application		18/11/2024, 10:09 am	Lightning	✓
Lightning Usage App	LightningInstrumentation	View Adoption and Usage Metrics for Lightning Experience	18/11/2024, 9:12 am	Lightning	✓
Marketing CRM Classic	Marketing	Track sales and marketing efforts with CRM objects.	18/11/2024, 9:12 am	Classic	✓
Platform	Platform	The fundamental Lightning Platform	18/11/2024, 9:12 am	Classic	

Fields

What Are Fields in Salesforce?

Fields represent data stored within the columns of a relational database. They hold critical information related to specific objects, enabling easy search, edit, or deletion of records.

Types of Fields in Salesforce

1. **Standard Fields:** Predefined fields provided by Salesforce, such as **Name**, **Created By**, and **Last Modified**.
2. **Custom Fields:** User-created fields tailored to store additional, specific data relevant to the organization's needs.

Steps to Create Fields for the Customer Details Object

1. **Creating a Field (Phone):**
 - Navigate to **Setup > Object Manager**.
 - In the search bar, type **Customer Details**, and click on it.
 - Select **Fields & Relationships** from the left menu and click **New**.
 - Choose **Phone** as the data type and click **Next**.
 - Fill in:
 - **Field Label:** Phone Number
 - **Field Name:** Auto-generated by Salesforce.
 - Click **Next > Next > Save & New** to save the field and create another.
2. **Creating Another Field (Email):**
 - Repeat the steps above but choose **Email** as the data type.
 - Fill in:
 - **Field Label:** Gmail
 - **Field Name:** Auto-generated by Salesforce.
 - Click **Next > Next > Save** to finish.

The screenshot shows the Salesforce Object Manager interface for the 'Customer Details' object. The left sidebar has 'Fields & Relationships' selected. The main area displays a table titled 'Fields & Relationships' with 6 items. The columns are FIELD LABEL, FIELD NAME, DATA TYPE, CONTROLLING FIELD, and INDEXED.

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Customer Name	Name	Text(80)		✓
Gmail	Gmail__c	Email		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Phone number	Phone_number__c	Phone		

Creating Lookup Fields

1. Appointment Object:

- Navigate to *Object Manager > Appointment > Fields & Relationships > New*.
- Select *Lookup Relationship*, link to *Customer Details*, and Save.

The screenshot shows the Salesforce Object Manager interface for the 'Appointment' object. The left sidebar has 'Fields & Relationships' selected. The main area displays a table titled 'Fields & Relationships' with 11 items. The columns are FIELD LABEL, FIELD NAME, DATA TYPE, CONTROLLING FIELD, and INDEXED.

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment Date	Appointment_Date__c	Date		
Appointment Name	Name	Auto Number		
Created By	CreatedById	Lookup(User)		✓
Customer Details	Customer_Details__c	Lookup(Customer Details)		✓
Last Modified By	LastModifiedById	Lookup(User)		
Maintenance service	Maintenance_service__c	Checkbox		
Owner	OwnerId	Lookup(User,Group)		✓
Repairs	Repairs__c	Checkbox		
Replacement Parts	Replacement_Parts__c	Checkbox		

2. Service Records Object:

- Same steps as above, linking to *Appointment*.
- Set the field as *Required* and apply a *Lookup Filter* with:
 - Criteria: Appointment Date < Created Date.
 - Error: Value does not match criteria.
- Activate and Save.

Service records

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment	Appointment_c	Lookup(Appointment)		✓
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Quality Check Status	Quality_Check_Status_c	Checkbox		
service date	service_date_c	Formula (Date)		
Service records Name	Name	Auto Number		✓
Service Status	Service_Status_c	Picklist		

3. Billing Details and Feedback Object:

- Follow the steps to create a lookup linking to *Service Records*.

Billing details and feedback

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Billing details and feedback Name	Name	Auto Number		✓
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Payment Paid	Payment_Paid_c	Currency(18, 0)		
Payment Status	Payment_Status_c	Picklist		
Rating for service	Rating_for_service_c	Text(1) (Unique Case Insensitive)		✓
Service records	Service_records_c	Lookup(Service records)		✓

Creating Checkbox Fields

1. Appointment Object:

- Create checkboxes with these labels:
 - Maintenance Service
 - Repairs
 - Replacement Parts
- Default: Unchecked.**

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment Date	Appointment_Date__c	Date		
Appointment Name	Name	Auto Number		
Created By	CreatedBy	Lookup(User)	✓	
Customer Details	Customer_Details__c	Lookup(Customer Details)		
Last Modified By	LastModifiedBy	Lookup(User)		
Maintenance service	Maintenance_service__c	Checkbox		
Owner	OwnerId	Lookup(User,Group)		
Repairs	Repairs__c	Checkbox		
Replacement Parts	Replacement_Parts__c	Checkbox		

2. Service Records Object:

- Create a checkbox: *Quality Check Status*.
- Default: Unchecked.**

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment	Appointment__c	Lookup(Appointment)		
Created By	CreatedBy	Lookup(User)		
Last Modified By	LastModifiedBy	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		
Quality Check Status	Quality_Check_Status__c	Checkbox		
service date	service_date__c	Formula (Date)		
Service records Name	Name	Auto Number		
Service Status	Service_Status__c	Picklist		

Creating Other Field Types

1. Date Fields (Appointment Object):

- Create a Date field labeled *Appointment Date*.
Make it Required.

Fields & Relationships
11 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment Date	Appointment_Date_c	Date		
Appointment Name	Name	Auto Number		✓
Created By	CreatedById	Lookup(User)		
Customer Details	Customer_Details__c	Lookup(Customer Details)		✓
Last Modified By	LastModifiedById	Lookup(User)		
Maintenance service	Maintenance_service__c	Checkbox		
Owner	OwnerId	Lookup(User,Group)		✓
Repairs	Repairs__c	Checkbox		
Replacement Parts	Replacement_Parts__c	Checkbox		

2. Currency Fields:

- **Appointment:** Field label *Service Amount*, set Read-Only.
- **Billing Details and Feedback:** Field label *Payment Paid*.

Fields & Relationships
11 Items, Sorted by Field Label

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment Date	Appointment_Date_c	Date		
Appointment Name	Name	Auto Number		✓
Created By	CreatedById	Lookup(User)		
Customer Details	Customer_Details__c	Lookup(Customer Details)		✓
Last Modified By	LastModifiedById	Lookup(User)		
Maintenance service	Maintenance_service__c	Checkbox		
Owner	OwnerId	Lookup(User,Group)		✓
Repairs	Repairs__c	Checkbox		
Replacement Parts	Replacement_Parts__c	Checkbox		

3. Text Fields:

- **Appointment:** Vehicle Number Plate, 10-char length, Required & Unique.
- **Billing Details and Feedback:** Rating for Service, 1-char length, Required & Unique.

Billing details and feedback

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Billing details and feedback Name	Name	Auto Number		✓
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Payment Paid	Payment_Paid__c	Currency(18, 0)		
Payment Status	Payment_Status__c	Picklist		
Rating for service	Rating_for_service__c	Text(1) (Unique Case Insensitive)		✓
Service records	Service_records__c	Lookup(Service records)		✓

4. Picklist Fields:

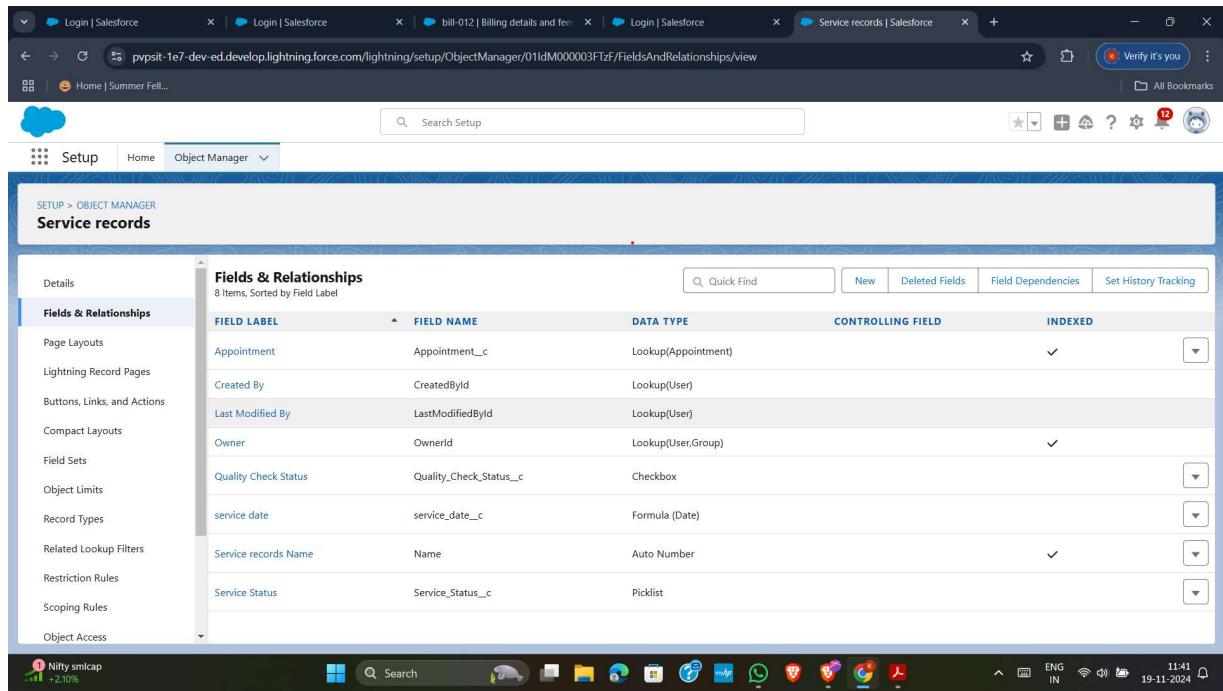
- **Service Records:** Service Status with values: Started, Completed.
- **Billing Details and Feedback:** Payment Status with values: Pending, Completed.

Appointment

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment Date	Appointment_Date__c	Date		
Appointment Name	Name	Auto Number		✓
Created By	CreatedById	Lookup(User)		
Customer Details	Customer_Details__c	Lookup(Customer Details)		
Last Modified By	LastModifiedById	Lookup(User)		
Maintenance service	Maintenance_service__c	Checkbox		
Owner	OwnerId	Lookup(User,Group)		✓
Repairs	Repairs__c	Checkbox		
Replacement Parts	Replacement_Parts__c	Checkbox		

5. Formula Field (Service Records):

■ Label: Service Date, Type: Date. Formula: CreatedDate.



The screenshot shows the Salesforce Object Manager interface. The left sidebar is titled 'SETUP > OBJECT MANAGER' and lists various setup categories. The main content area is titled 'Service records' and displays the 'Fields & Relationships' section. A table lists eight fields, sorted by Field Label:

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Appointment	Appointment_c	Lookup(Appointment)		✓
Created By	CreatedBy	Lookup(User)		
Last Modified By	LastModifiedBy	Lookup(User)		
Owner	OwnerId	Lookup(User,Group)		✓
Quality Check Status	Quality_Check_Status_c	Checkbox		
service date	service_date_c	Formula (Date)		
Service records Name	Name	Auto Number		✓
Service Status	Service_Status_c	Picklist		

Validation rule

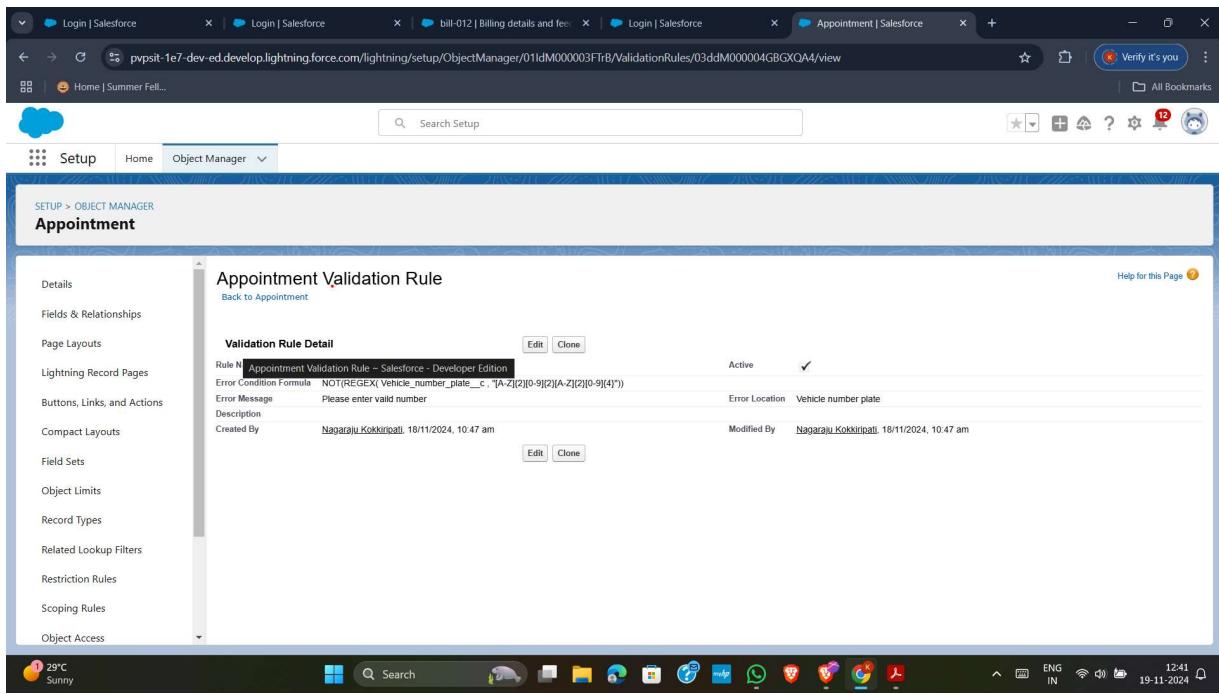
1. Appointment Object:

- Rule: *Vehicle*.

Formula:

`NOT(REGEX(Vehicle_number_plate__c, "[A-Z]{2}[0-9]{2}[A-Z]{2}[0-9]{4}"))`

Error: *Please enter a valid number.*



2. Service Records Object:

- Rule: *Service Status Note*.

Formula:

`NOT(ISPICKVAL(Service_Status__c, "Completed"))`

Error: *Still it is pending.*

The screenshot shows the Salesforce Setup interface with the path **SETUP > OBJECT MANAGER > Service records**. On the left, a sidebar lists various configuration options like Details, Fields & Relationships, Page Layouts, Lightning Record Pages, etc. The main content area displays a **Service records Validation Rule**. The rule details are as follows:

- Rule Name:** service_status_note
- Error Condition Formula:** NOT(ISNULL(Service_Status__c, "Completed"))
- Error Message:** still it is pending
- Description:** Nagaraju_Kokkinipati, 18/11/2024, 10:49 am
- Created By:** Nagaraju_Kokkinipati
- Modified By:** Nagaraju_Kokkinipati
- Active:** checked
- Error Location:** Service Status

The status bar at the bottom indicates it's 12:41 PM on 19-11-2024.

3. Billing Details and Feedback Object:

- Rule: *Rating Should Be Less Than 5.*

Formula:

`NOT(REGEX(Rating_for_service__c, "[1-5]{1}"))`

Error: *Rating should be from 1 to 5.*

The screenshot shows the Salesforce Setup interface with the path **SETUP > OBJECT MANAGER > Billing details and feedback**. The sidebar and validation rule details are identical to the previous screenshot, except for the rule name which is now **rating_should_be_less_than_5**.

The status bar at the bottom indicates it's 12:39 PM on 19-11-2024.

Duplicate rule

1. Matching Rule for Customer Details

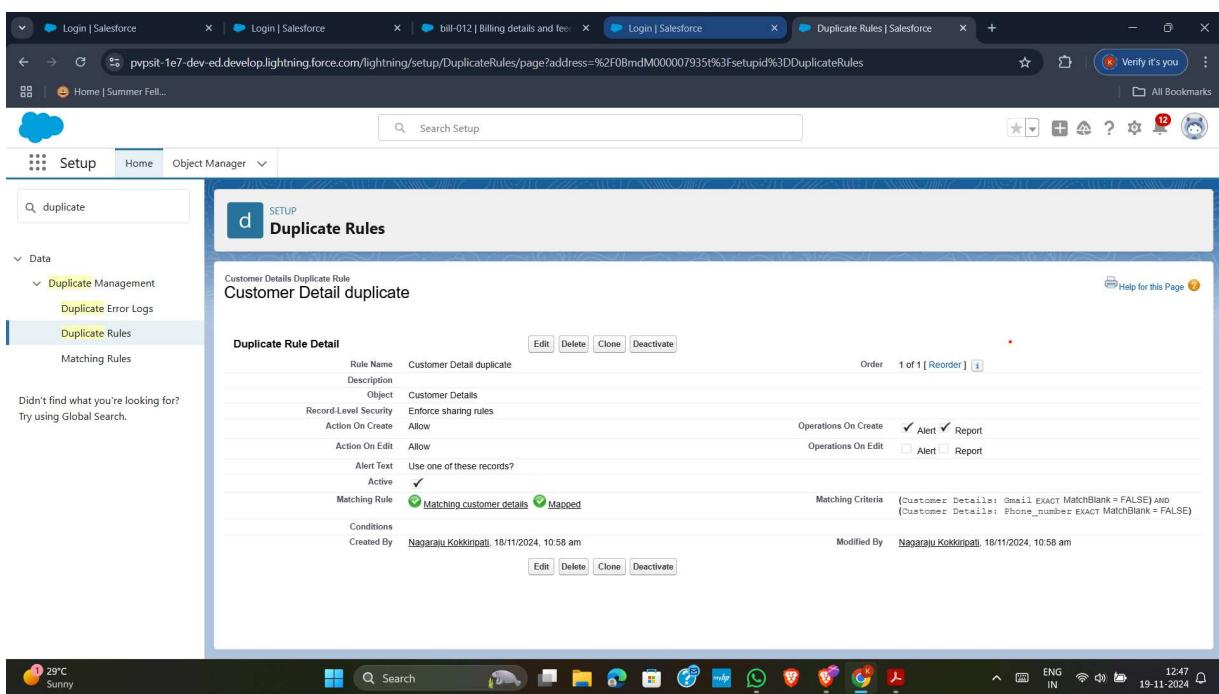
- **Path:** Setup > Matching Rules > New Rule.
- **Details:**
 - Object: *Customer Details*.
 - Rule Name: *Matching Customer Details*.
 - Field Matching: Gmail (*Exact*), Phone Number (*Exact*).

■ Save and Activate.

2. Duplicate Rule for Customer Details

- **Path:** Setup > Duplicate Rules > New Rule.
- **Details:**
 - Object: *Customer Details*.
 - Rule Name: *Customer Detail Duplicate*.
 - Matching Rule: *Matching Customer Details*.

■ Save and Activate.



Profiles

1. Manager Profile

- Clone *Standard User*, rename to *Manager*.
- Set default app to *Garage Management*.
- Grant access to custom objects: *Appointments, Billing Details and Feedback, Service Records, Customer Details*.
- Configure:
 - *Session Timeout*: 8 hours.
 - *Password Expiry*: Never.
 - *Min Password Length*: 8.
- **Save.**

The screenshot shows the Salesforce Setup interface with the 'Profiles' page open. The 'Manager' profile is selected. The 'Profile Detail' section shows the profile name is 'Manager', user license is 'Salesforce', and it was created by 'Nagaraju Kokkiripati' on 18/11/2024, 11:00 am. The 'Page Layouts' section displays standard object layouts for various objects like Global, Email Application, Home Page Layout, and Account, along with their respective global layouts. The bottom of the screen shows the Windows taskbar with various application icons and the date/time as 19-11-2024, 13:14.

2. Salesperson Profile

- Clone *Salesforce Platform User*, rename to *Salesperson*.
- Assign similar object permissions as above.
- **Save.**

The screenshot shows the Salesforce Setup Profiles page for the 'sales person' profile. The profile has the following details:

Name	sales person
User License	Salesforce Platform
Description	
Created By	Nagaraju Kokkinapati, 18/11/2024, 11:05 am
Modified By	Nagaraju Kokkinapati, 18/11/2024, 11:09 am

The 'Page Layouts' section lists the following assignments:

Object	Layout	Assignment Type	Description
Global	Global Layout [View Assignment]	Fulfillment Order Item Tax	Fulfillment Order Item Tax Layout [View Assignment]
Email Application	Not Assigned [View Assignment]	Fulfillment Order Product	Fulfillment Order Product Layout [View Assignment]
Home Page Layout	Home Page Default [View Assignment]	Idea	Varies by Record Type [View Assignment]
Account	Account Layout [View Assignment]	Individual	Individual Layout [View Assignment]

The left sidebar shows the navigation menu with 'Profiles' selected under 'Users'.

Role & Role Hierarchy

- **Manager Role**

- Path: *Setup > Roles > Set Up Roles.*
- Add a new role under the relevant position, name it *Manager*.
- **Save.**

The screenshot shows the Salesforce Setup interface with the 'Roles' page open. The left sidebar shows navigation paths like 'Sales', 'Case Teams', and 'Service'. The main area displays a 'Role Detail' section for a role named 'Manager'. The 'Label' field is set to 'Manager' and 'CEO'. The 'Role Name' field is also 'Manager'. The 'Users in Manager Role' section lists one user, Niklaus Mikaelson, with an active status. The bottom part of the screen shows a Windows taskbar with various icons and system status.

- **Salesperson Role**

- Add a role under *Manager*, name it *Salesperson*.
- **Save.**

The screenshot shows the Salesforce Setup interface with the 'Roles' page open. The left sidebar shows navigation paths like 'Sales', 'Case Teams', and 'Service'. The main area displays a 'Role Detail' section for a role named 'sales person'. The 'Label' field is set to 'sales person' and 'Manager'. The 'Role Name' field is 'sales_person'. The 'Users in sales person Role' section lists three users: Manoj Mowva, Tarun Kand, and Kumar Manikonda, all with active status. The bottom part of the screen shows a Windows taskbar with various icons and system status.

Users

1. Create a Manager User

- Path: *Setup > Users > New User.*
- Details:
 - **Name:** Niklaus Mikaelson.
 - **Role:** Manager.
 - **Profile:** Manager.
- **Save.**

The screenshot shows the 'User Detail' page for 'Niklaus Mikaelson'. The user's name is listed as 'Niklaus Mikaelson' with the alias 'niklaus'. The email is 'nagarajukokkiri02002@gmail.com' (verified). The nickname is 'User17319091312762514295'. The user is active and assigned the 'Manager' role and profile. The time zone is set to '(GMT +05:30) India Standard Time (Asia/Kolkata)'. The locale is 'English (India)' and the language is also 'English'. The delegated approver is listed as 'Manager'. The screenshot also shows the left sidebar with 'User Management Settings' selected under 'Users'.

2. Create Salesperson Users

- Repeat steps to create at least 3 users:
 - **Role:** Salesperson.
 - **Profile:** Salesperson.

The screenshot shows the 'User Detail' page for 'Tarun Kandra'. The user's name is listed as 'Tarun Kandra' with the alias 'ikand'. The email is 'tarun@gmail.com' (verified). The nickname is 'User17319094376418736403'. The user is active and assigned the 'salesperson' role and profile. The time zone is set to '(GMT +05:30) India Standard Time (Asia/Kolkata)'. The locale is 'English (India)' and the language is also 'English'. The delegated approver is listed as 'Manager'. The 'Receive Approval Request Email' checkbox is checked. The screenshot also shows the left sidebar with 'User Management Settings' selected under 'Users'.

Public Groups

1. Sales Team Group

- Path: *Setup > Public Groups > New.*
- Name: *Sales Team.*
- Add members with the *Salesperson* role.
- **Save.**

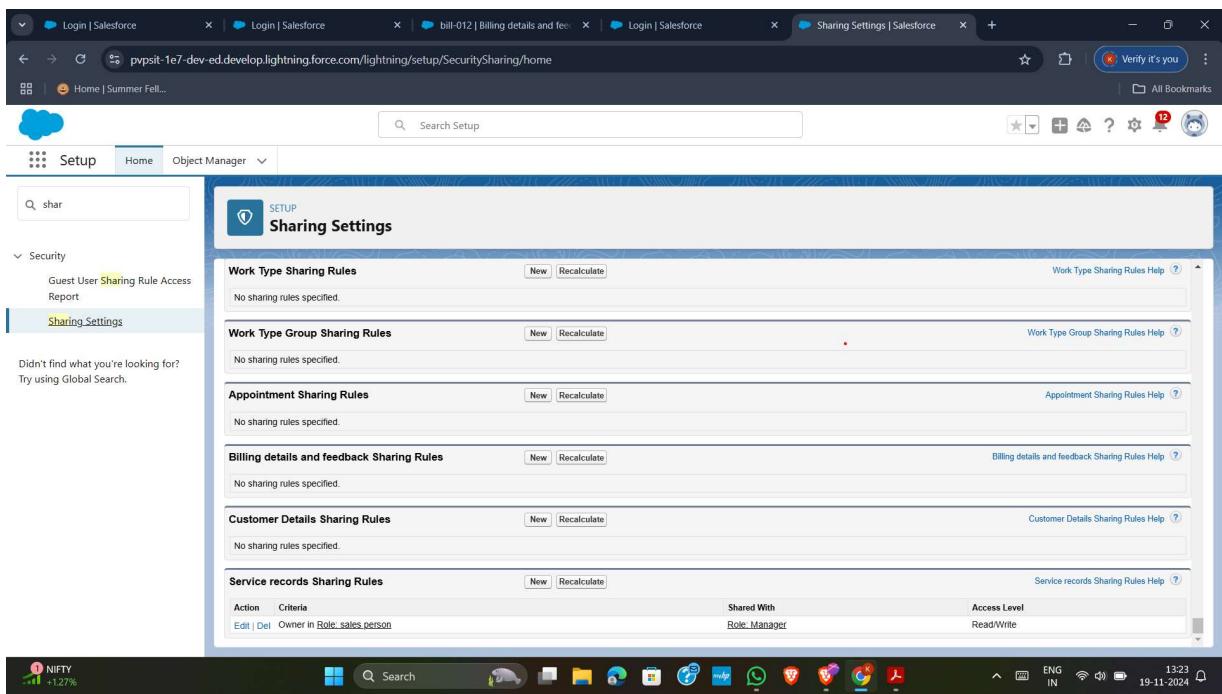
The screenshot shows the Salesforce Setup interface with the following details:

- Page Header:** Public Groups | Salesforce
- Search Bar:** Search Setup
- Left Sidebar:** Users (selected), Public Groups
- Current Page:** SETUP Public Groups
- Group Details:**
 - Group Name: sales_team
 - Label: sales team
 - Grant Access Using Hierarchies: checked
 - Description: (empty)
 - Created By: Nagaraju Kokkiripati, 18/11/2024, 11:29 am
 - Modified By: Nagaraju Kokkiripati, 18/11/2024, 11:29 am
- Members:** sales_person

Sharing Setting

Configuration

- Path: *Setup > Sharing Settings > Edit.*
- Set *Service Records Object* to *Private*.
- Create Sharing Rule:
 - **Label:** Sharing Setting.
 - **Records to Share:** Roles > Salesperson.
 - **Share With:** Roles > Manager.
 - **Access Level:** Read/Write.
- **Save.**



Flows

- **Record-Triggered Flow**

- Path: *Setup > Flows > New Flow.*
- Type: *Record-Triggered Flow.*
- Object: *Billing Details and Feedback.*
- Trigger: *Record Created or Updated.*
- Optimize: *Actions and Related Records.*

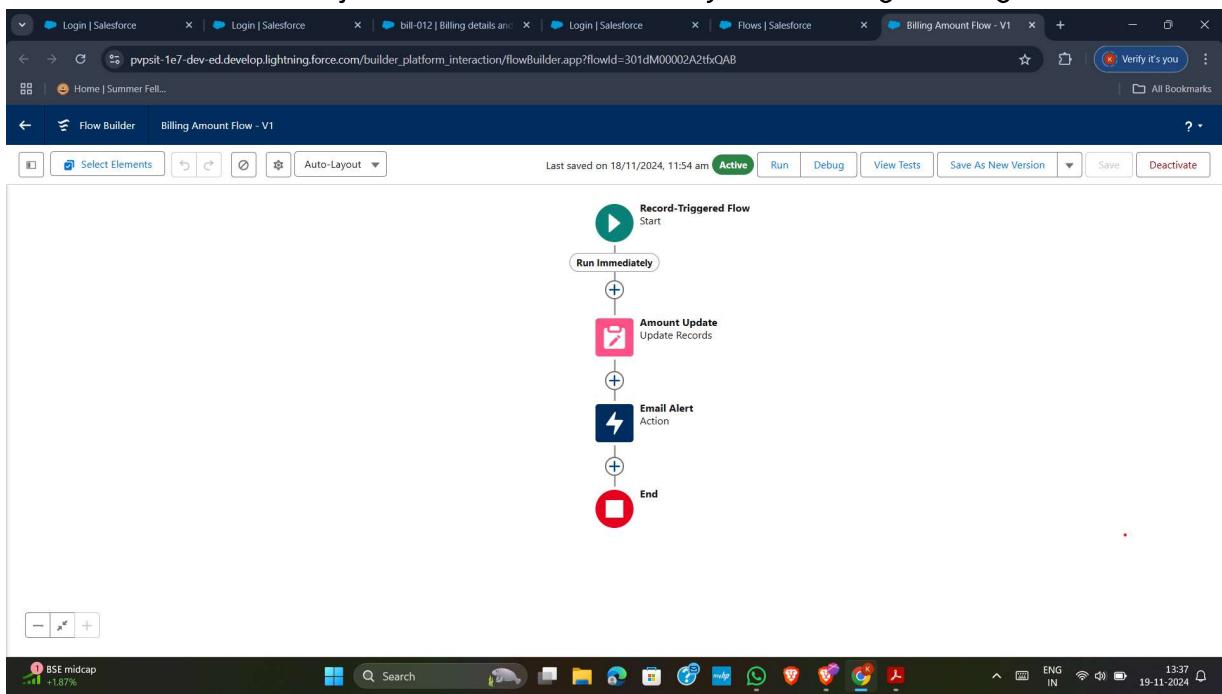
- **Add Elements:**

- **Update Records:**

- Label: *Amount Update.*
- Filter: *Payment_Status = Completed.*
- Field to Update: *Payment_Paid = { !\$Record.Service_records__r.Appointment__r.Service_Amount__c }.*

- **Email Alert:**

- Recipient: *{ !\$Record.Service_records__r.Appointment__r.Customer_Name__r.Gmail__c }.*
- Subject: *Thank You for Your Payment - Garage Management.*



Apex Trigger

Definition:

Apex triggers execute custom logic before or after database operations, like insert, update, or delete.

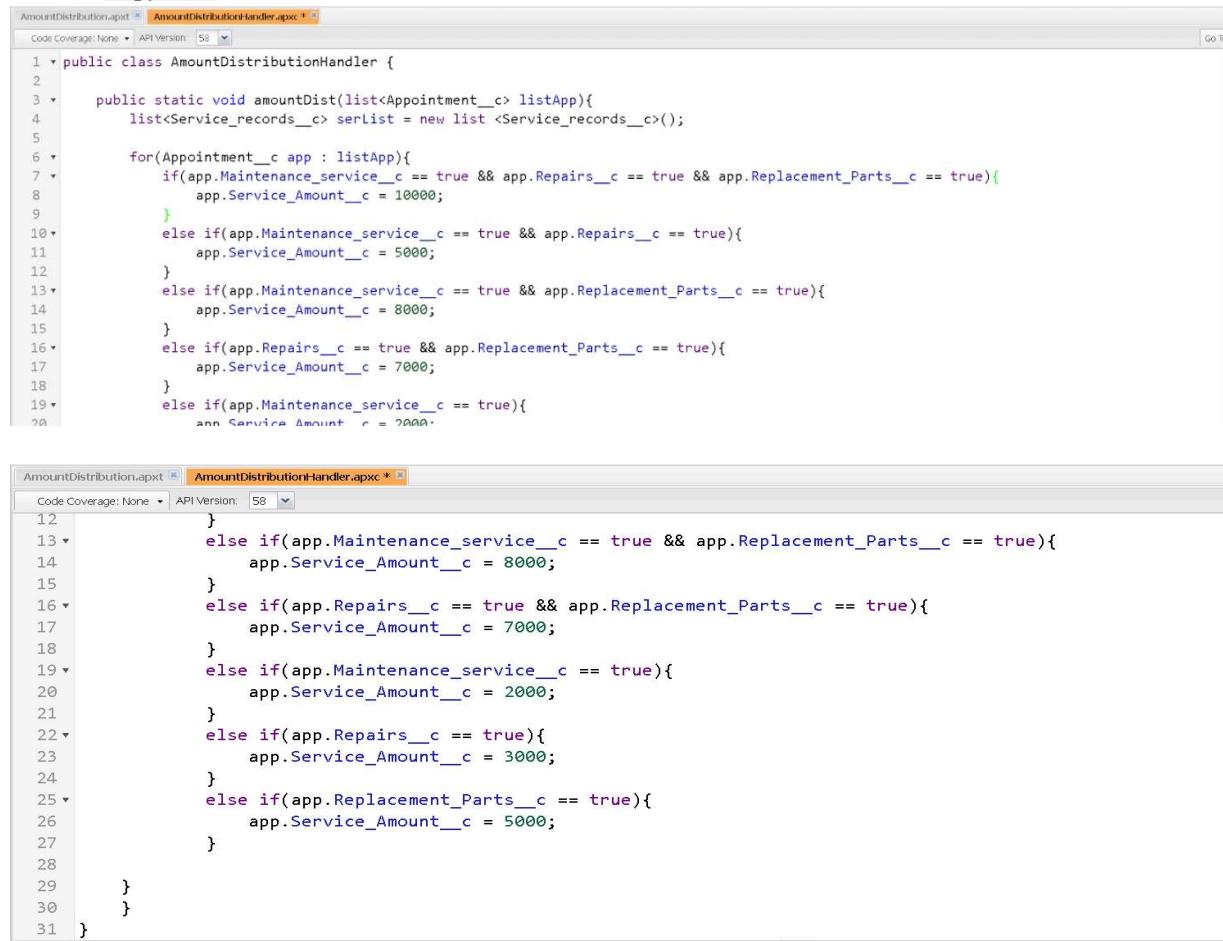
- **Before Triggers:** Used to validate or update record values before saving them.
- **After Triggers:** Used to access system-set values (e.g., record IDs) or modify related records.

Trigger Example

1. Handler Class:

2. apex

3. Copy code



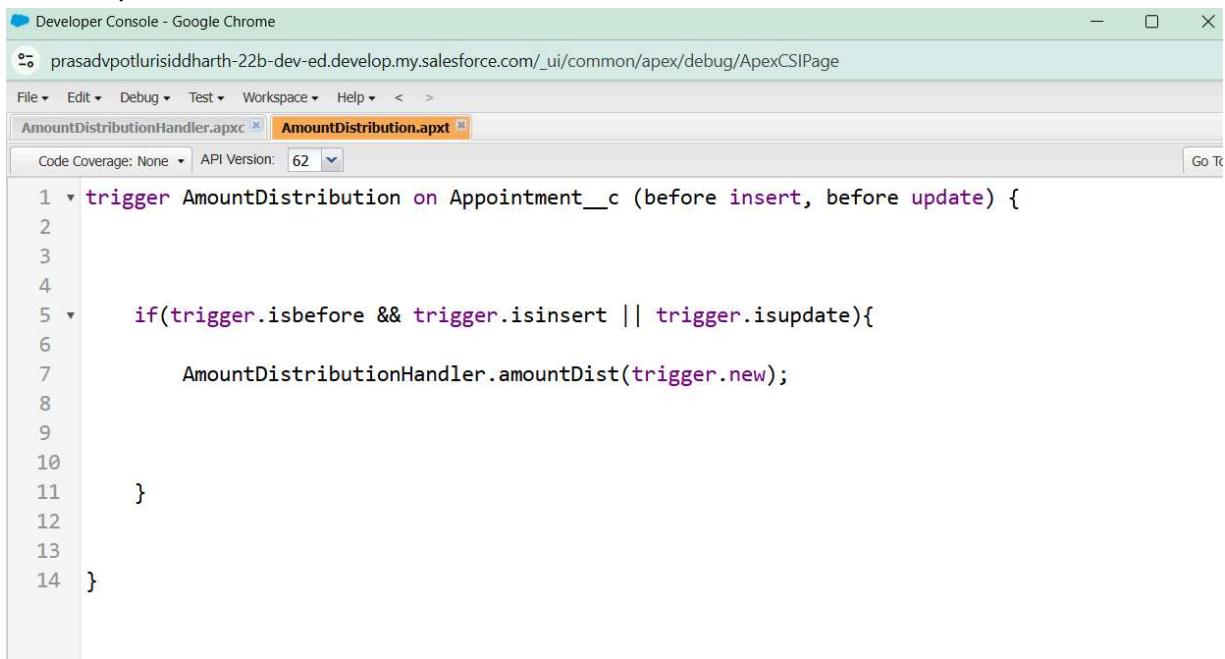
```

1 * public class AmountDistributionHandler {
2
3     public static void amountDist(list<Appointment__c> listApp){
4         list<Service__c> serList = new list <Service__c>();
5
6         for(Appointment__c app : listApp){
7             if(app.Maintenance_Service__c == true && app.Repairs__c == true && app.Replacement_Parts__c == true){
8                 app.Service_Amount__c = 10000;
9             }
10            else if(app.Maintenance_Service__c == true && app.Repairs__c == true){
11                app.Service_Amount__c = 5000;
12            }
13            else if(app.Maintenance_Service__c == true && app.Replacement_Parts__c == true){
14                app.Service_Amount__c = 8000;
15            }
16            else if(app.Repairs__c == true && app.Replacement_Parts__c == true){
17                app.Service_Amount__c = 7000;
18            }
19            else if(app.Maintenance_Service__c == true){
20                app.Service_Amount__c = 2000;
21            }
22        }
23    }
24
25 }
26
27
28
29 }
30 }
31 }
```

```
4. public class AmountDistributionHandler {  
    public static void amountDist(List<Appointment__c> listApp) {  
        for (Appointment__c app : listApp) {  
            if (app.Maintenance_service__c && app.Repairs__c &&  
                app.Replacement_Parts__c) {  
                app.Service_Amount__c = 10000;  
            }  
            // Additional conditions can be added here.  
        }  
    }  
}
```

5. Trigger:

6. apex



The screenshot shows the Salesforce Developer Console in Google Chrome. The URL is prasadvpotlurisiddharth-22b-dev-ed.develop.my.salesforce.com/_ui/common/apex/debug/ApexCSIPage. The tab bar shows 'AmountDistributionHandler.apxc' and 'AmountDistribution.apxt'. The code editor displays the following Apex trigger:

```
1 trigger AmountDistribution on Appointment__c (before insert, before update) {  
2  
3  
4  
5     if(trigger.isbefore && trigger.isinsert || trigger.isupdate){  
6         AmountDistributionHandler.amountDist(trigger.new);  
7     }  
8  
9  
10  
11 }  
12  
13  
14 }
```

7. Copy code

```
8. trigger AmountDistribution on Appointment__c (before insert,  
    before update) {  
    if (trigger.isBefore && (trigger.isInsert ||  
        trigger.isUpdate)) {  
        AmountDistributionHandler.amountDist(trigger.new);  
    }  
}
```

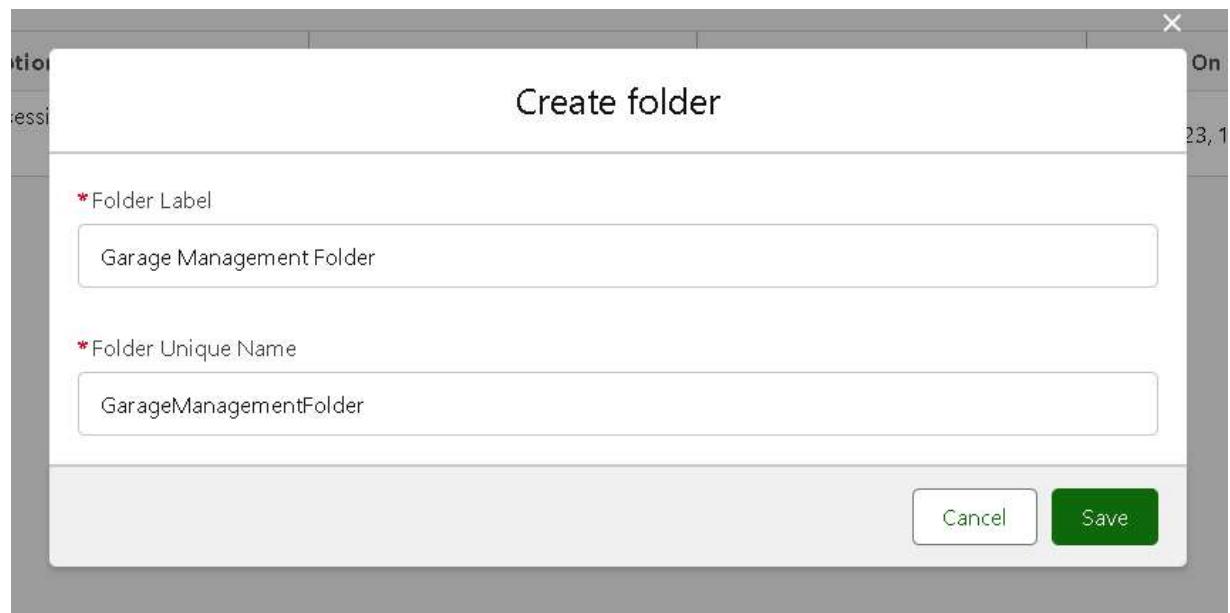
Reports

Types of Reports

1. **Tabular Reports:** Simple data in rows and columns.
2. **Summary Reports:** Grouped data with subtotals.
3. **Matrix Reports:** Data summarized in rows and columns.
4. **Joined Reports:** Compare data from multiple report types.

Steps to Create a Report Folder

1. Navigate to *Reports Tab > Click New Folder.*
2. Name: *Garage Management Folder.*
3. Save the folder.

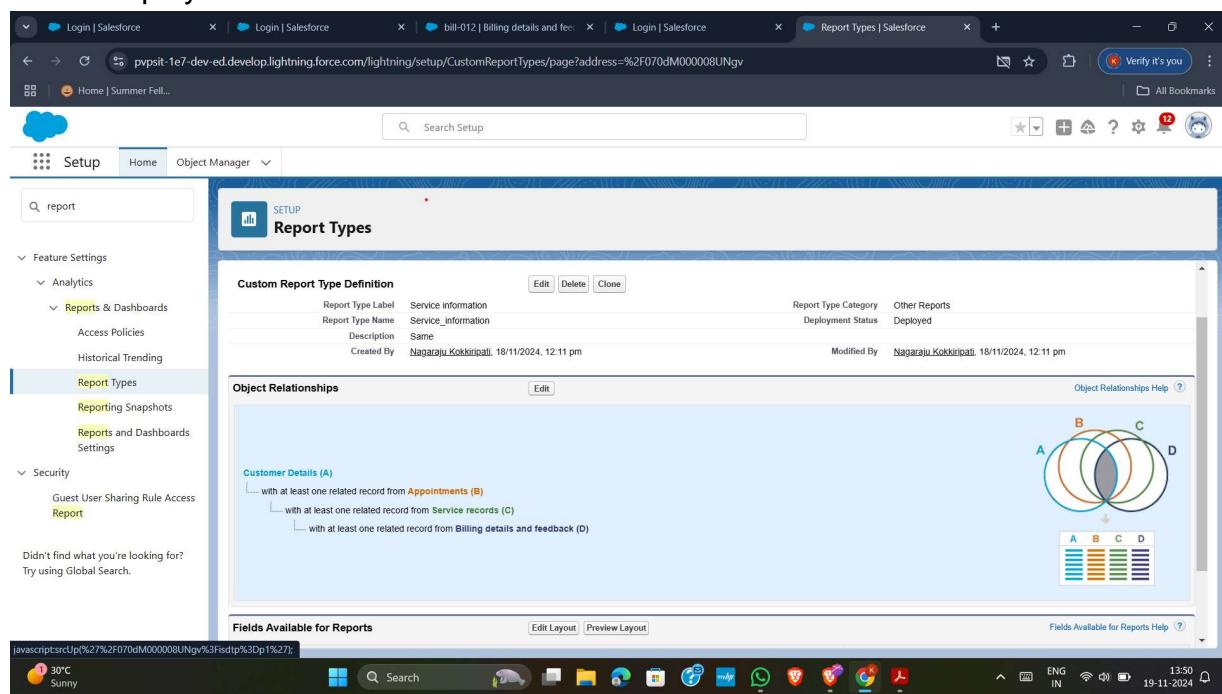


Sharing a Report Folder

1. In *All Folders*, locate *Garage Management Folder*.
2. Click *Share*, choose *Roles*, and set the access level to *View* for the *Manager* role.
3. Save the settings.

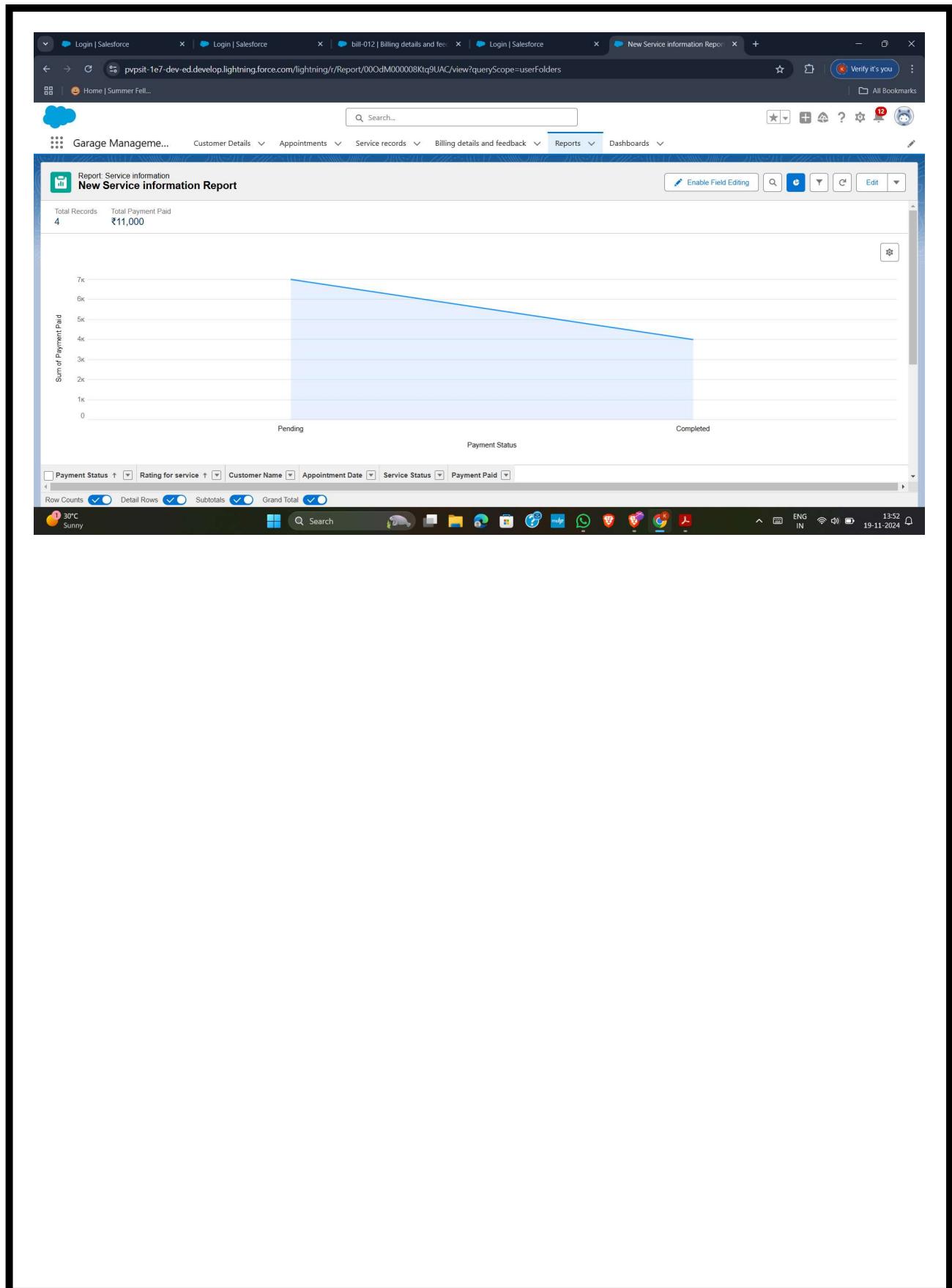
Creating a Custom Report Type

1. Go to *Setup > Report Types > New Custom Report Type.*
2. Set Primary Object: *Customer Details.*
3. Details:
 - **Label:** *Service Information.*
 - Add related objects: *Appointment, Service Records, Billing Details and Feedback.*
4. Deploy and Save



Steps to Create a Report

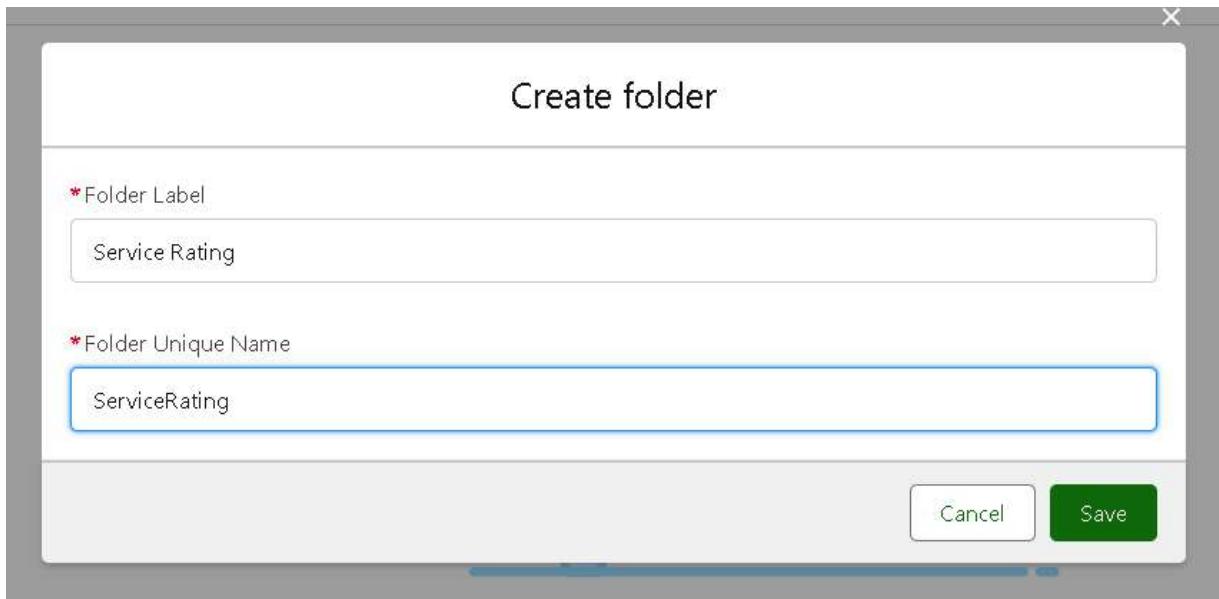
1. Navigate to *Reports Tab > Click New Report.*
2. Select Category: *Other Reports*, then choose *Service Information.*
3. Add columns:
 - *Customer Name, Appointment Date, Service Status, Payment Paid.*
4. Group rows by:
 - *Rating for Service, Payment Status.*
5. Add a *Line Chart.*
6. Save the report as *New Service Information Report* in the *Garage Management Folder.*



Dashboards

Creating a Dashboard Folder

1. Go to *Dashboards Tab > Click New Folder.*
2. Name: *Service Rating Dashboard.*
3. Save the folder.

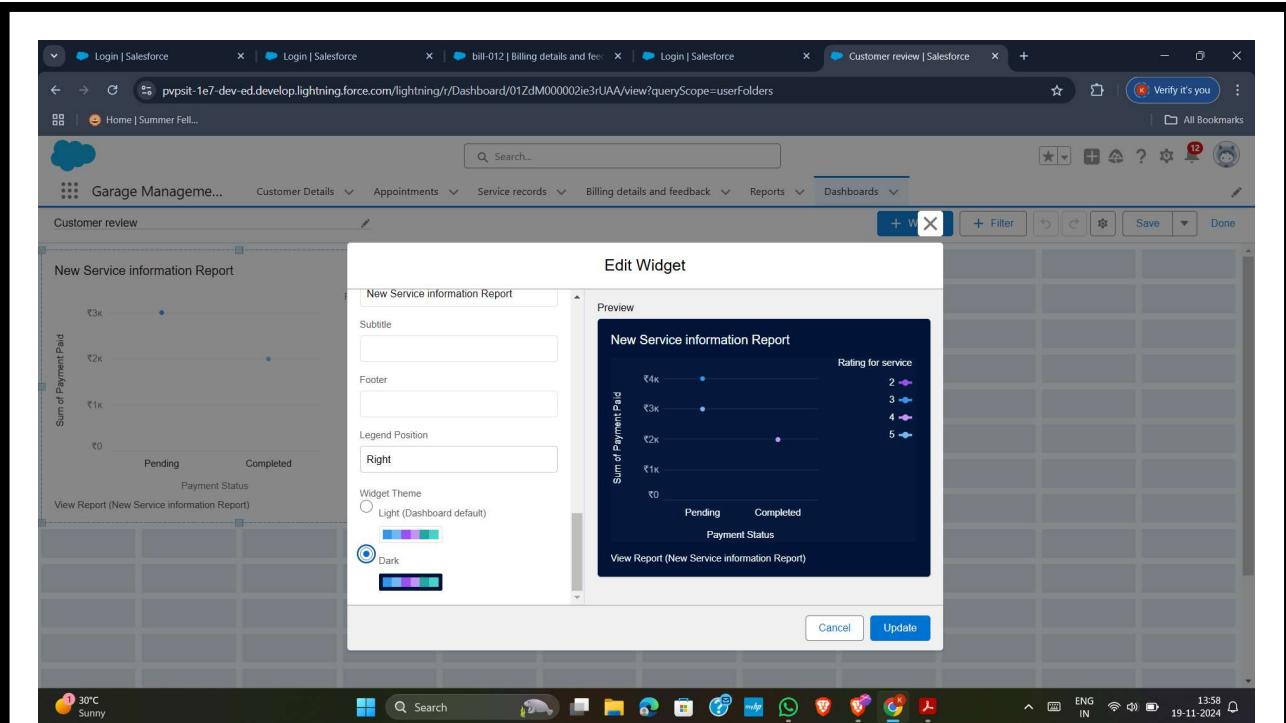


Sharing a Dashboard Folder

- Follow the steps for sharing the *Garage Management Folder*.

Steps to Create a Dashboard

1. Navigate to *Dashboards Tab > Click Create New Dashboard.*
2. Provide:
 - **Name:** Your custom name.
 - **Folder:** *Service Rating Dashboard.*
3. Add a component:
 - Select a report (e.g., *New Service Information Report*).
 - Choose *Line Chart* and adjust the theme.
4. Save the dashboard.



Subscribing to a Dashboard

1. Click **Subscribe** on the dashboard.
2. Set:
 - **Frequency:** Weekly.
 - **Day:** Monday.
3. Save the subscription.

