CRM APPLICATION THAT HELP TO BOOK A VISA SLOT

INTRODUCTION:

1.1 Overview:

Project Description:

A visa slot management project is a system that is used to track and manage the availability of visa slots, which are appointments that are required for certain visa applications. It might be used by a government agency or a visa processing center to schedule and manage appointments with applicants.

1.2 Purpose:

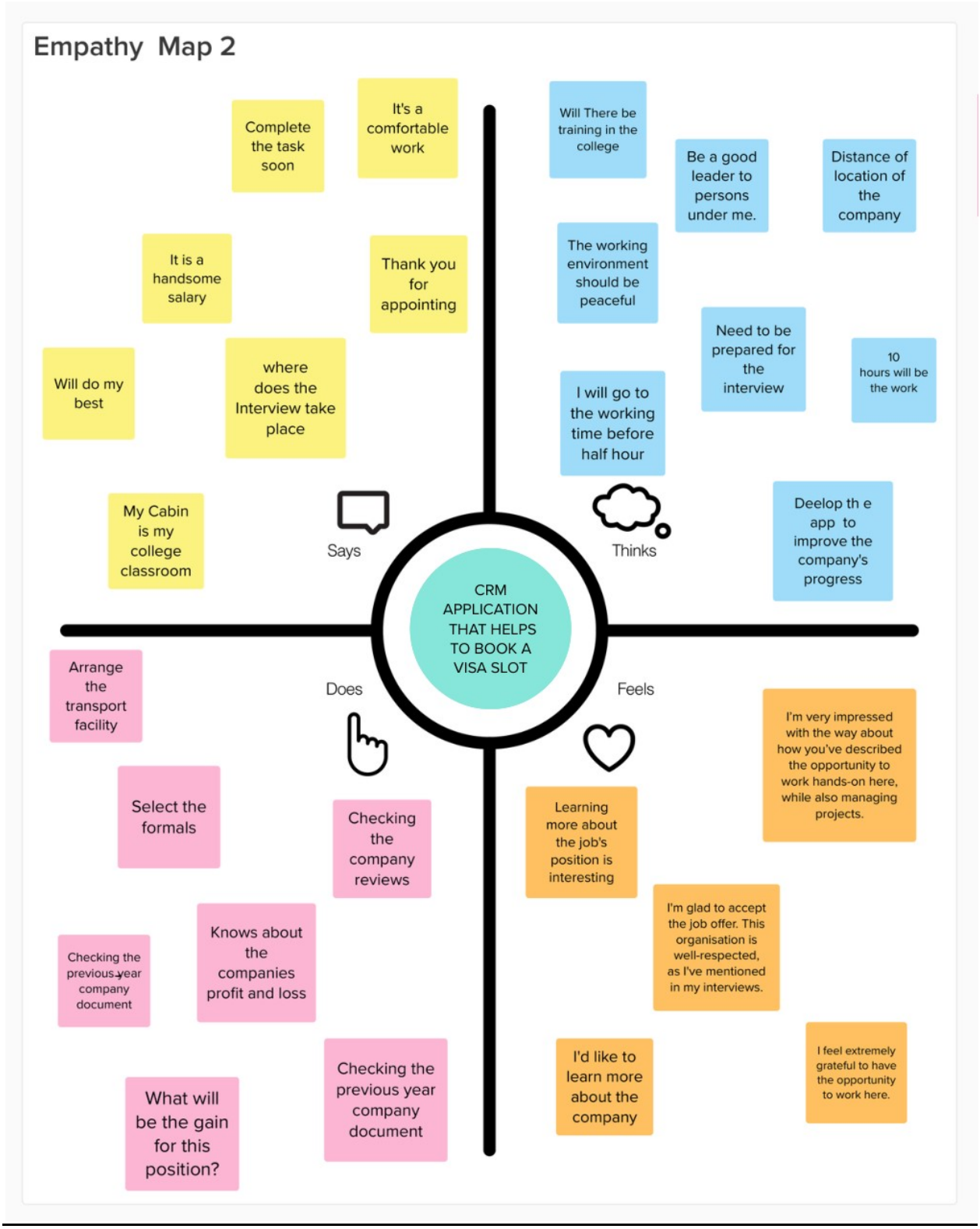
It helps nurture relationships with customers for long-term sales. Although the underlying principle in CRM is not to squeeze out more profits but to make customers happy, which in turn results in product loyalty and more revenues for the business.

In this guide, you'll find more detailed answers on the fundamental aspects of CRM software. We'll discuss some of its most important benefits, potential issues you might face with the platform, and some best practices when implementing the software.

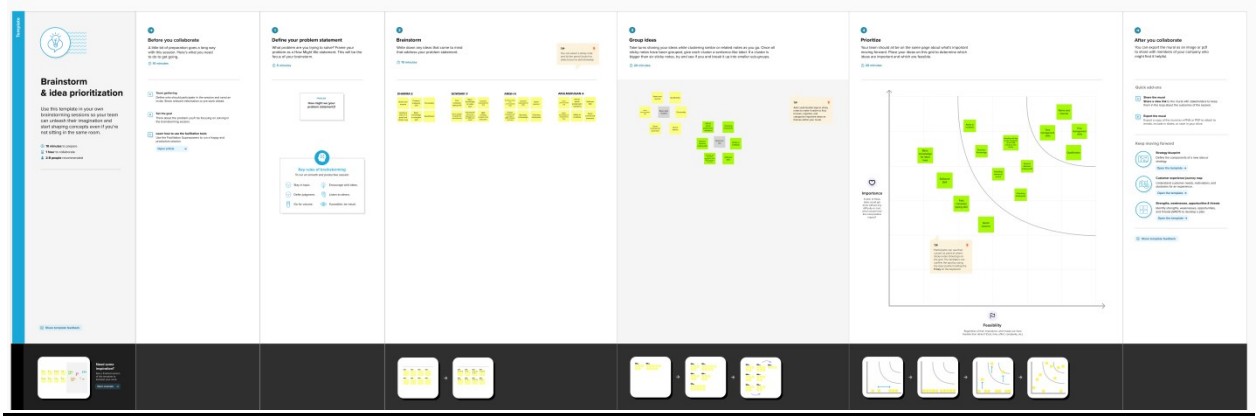
Towards the end, we'll provide a list of CRM products where we'll highlight different features and pricing details. There are also handy links to free trials so you can quickly get started on your CRM journey.

Problem definition & Design Thinking:

2.1 Empathy Map:



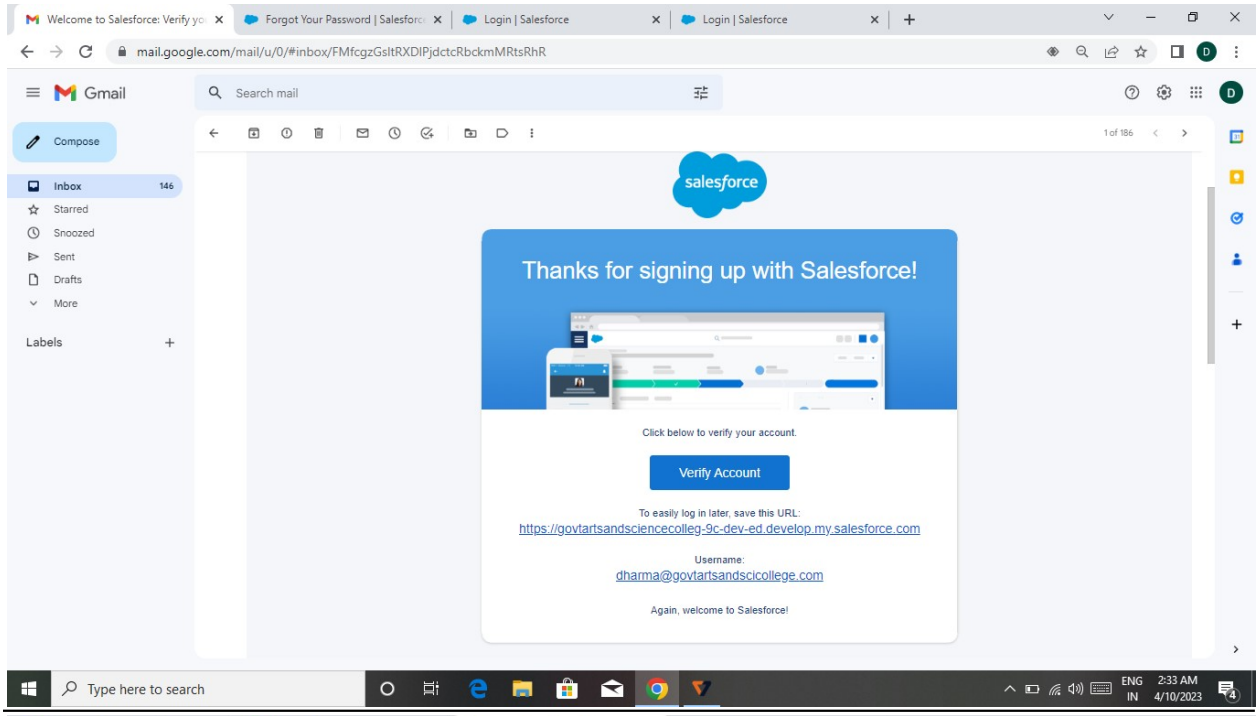
2.2 Ideation & Brainstorming Map:

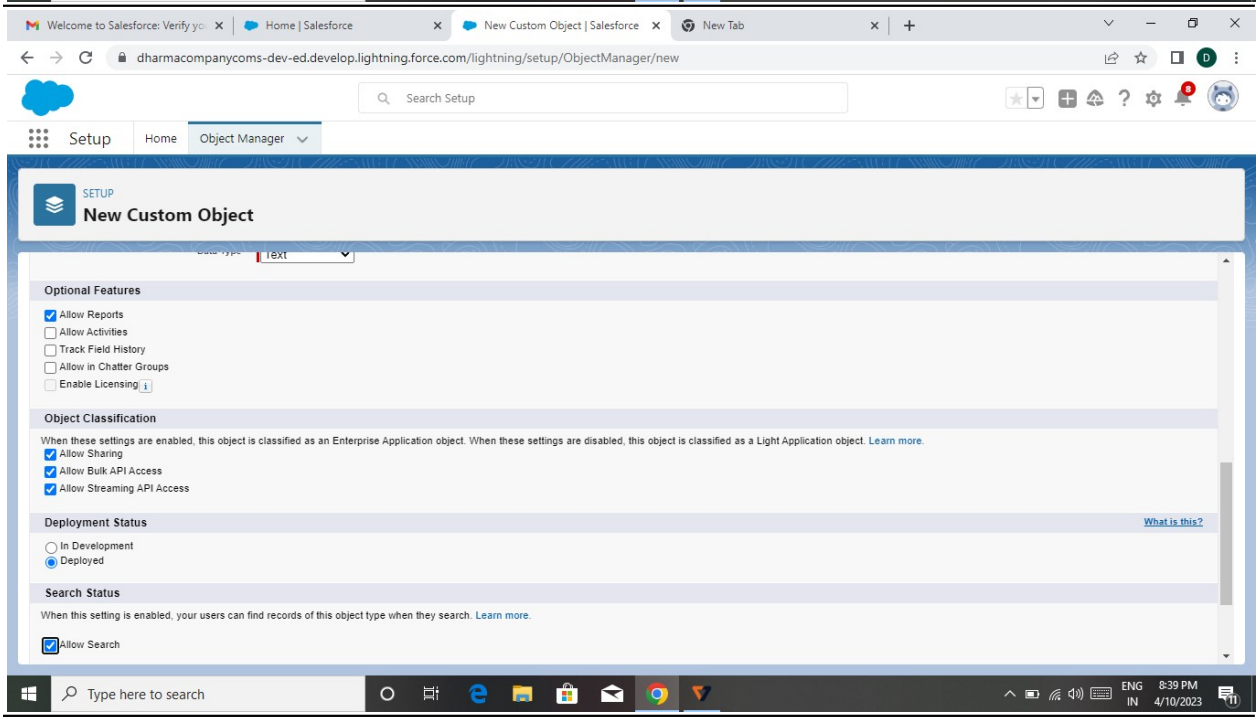


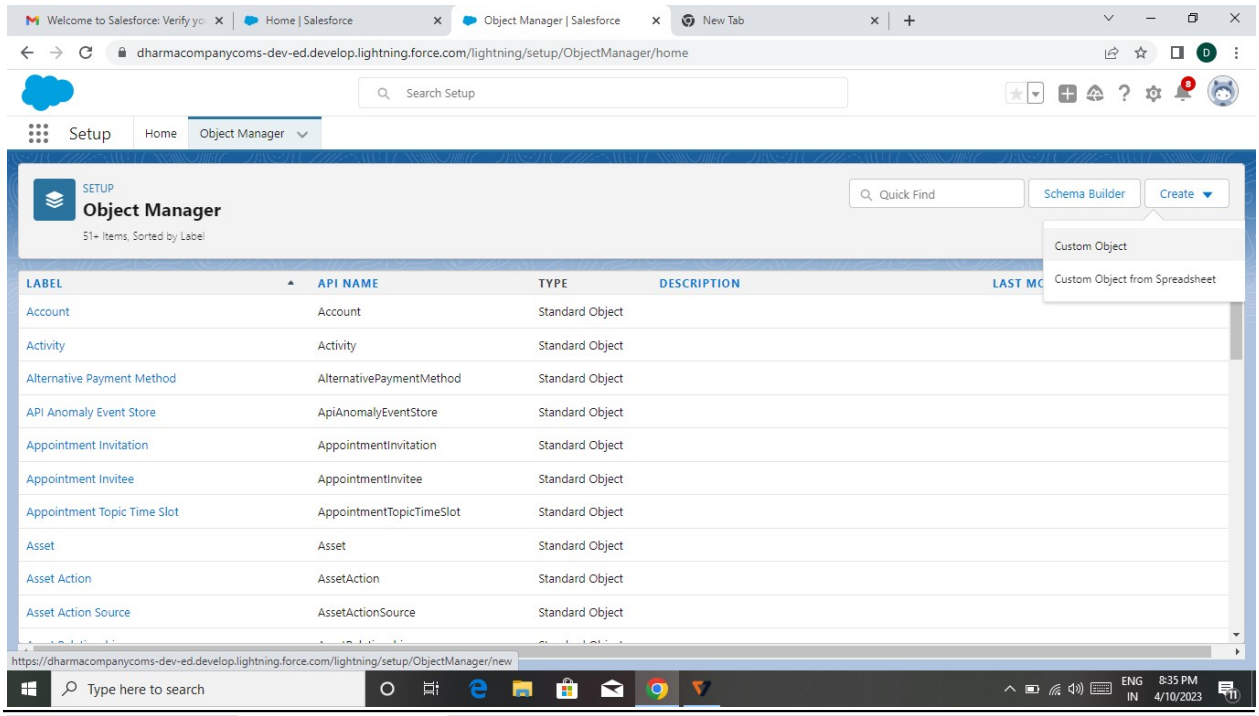
Result:

OBJECT NAME	FIELD IN OBJECT	
Passport	**FILED LABLE**	**DATA TYPE**
	Contact Number	Number
	Full Name	Text
	Passport Number	Text
	Permanent Address	Text
Visa Slot	**FILED LABLE**	**DATA TYPE**
	Location	Text
	Time	Text
	Passport Number	Master
	Visa Slot Number	Number
Payment	**FILED LABLE**	**DATA TYPE**
	Payment Mode	Text
	Card Number	Number
	Transaction Id	AutoNumber
	Cancel Transaction	Text
	Visa Slot Number	Master
Reschedule/Canc el	**FILED LABLE**	**DATA TYPE**
	Passport number	Master
	Location	Text
	Time	Text
	Cancel	Text
	Status	Text

3.2 Activity & Screen Shorts:



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Object Manager | Salesforce
New Tab
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Search Setup
Setup
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Object Manager
SETUP
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51+ Items, Sorted by Label
Quick Find
Schema Builder
Create
Custom Object
Custom Object from Spreadsheet
LABEL
API NAME
TYPE
DESCRIPTION
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Account
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Standard Object
Activity
Activity
Standard Object
Alternative Payment Method
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ApiAnomalyEventStore
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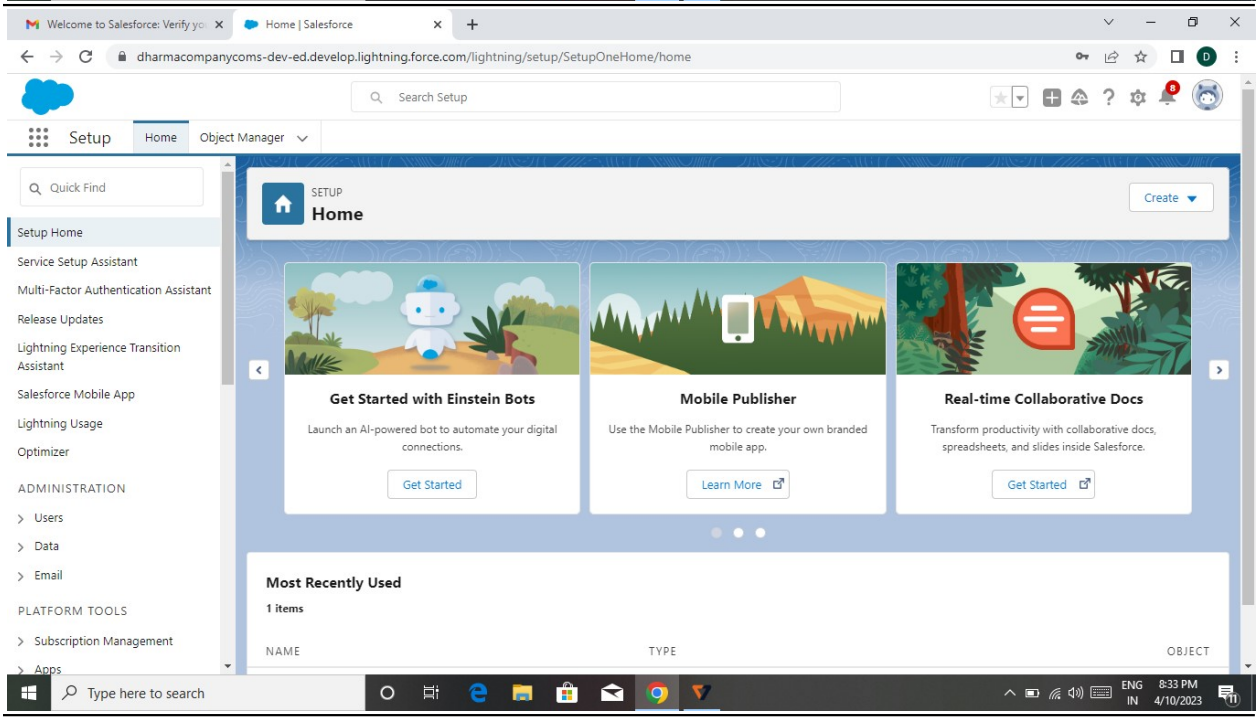
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Search Setup
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Quick Find
Setup Home
Service Setup Assistant
Multi-Factor Authentication Assistant
Release Updates
Lightning Experience Transition Assistant
Salesforce Mobile App
Lightning Usage
Optimizer
ADMINISTRATION
Users
Data
Email
PLATFORM TOOLS
Subscription Management
Apps
SETUP
Home
Create
Get Started with Einstein Bots
Launch an AI-powered bot to automate your digital connections.
Get Started
Mobile Publisher
Use the Mobile Publisher to create your own branded mobile app.
Learn More
Real-time Collaborative Docs
Transform productivity with collaborative docs, spreadsheets, and slides inside Salesforce.
Get Started
Most Recently Used
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OBJECT
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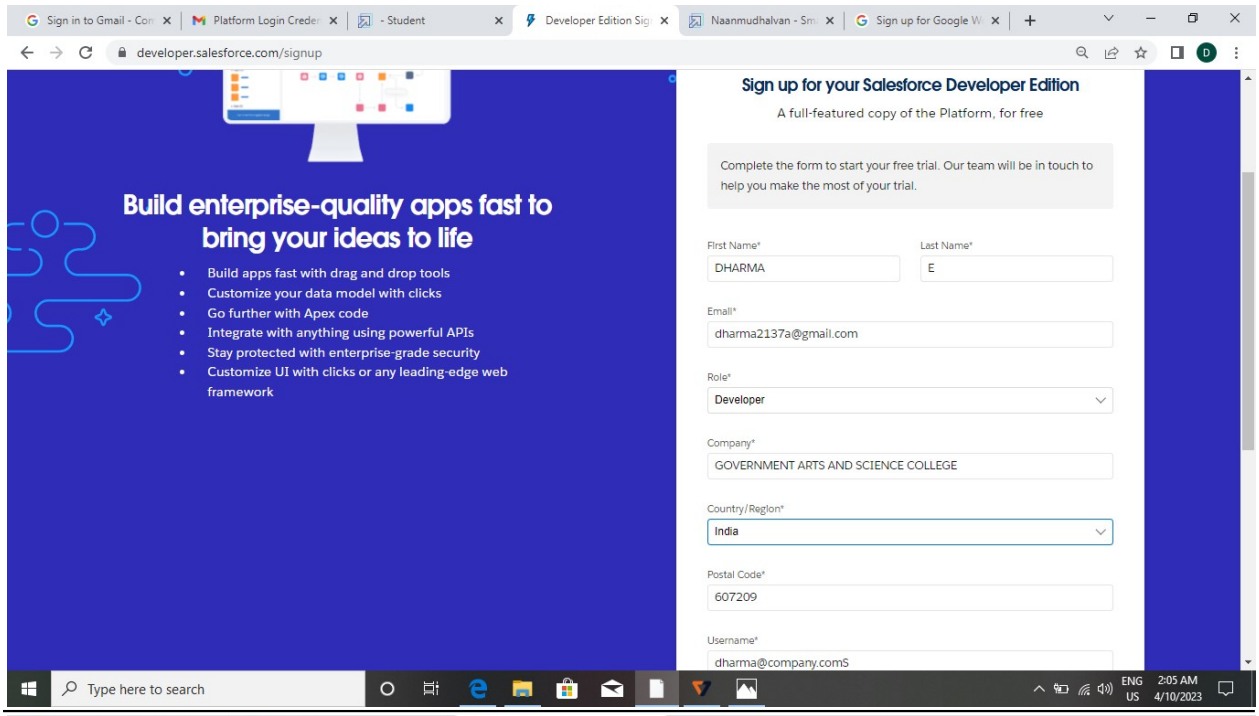
developer.salesforce.com/signup
Build enterprise-quality apps fast to bring your ideas to life
Build apps fast with drag and drop tools
Customize your data model with clicks
Go further with Apex code
Integrate with anything using powerful APIs
Stay protected with enterprise-grade security
Customize UI with clicks or any leading-edge web framework
Sign up for your Salesforce Developer Edition
A full-featured copy of the Platform, for free
Complete the form to start your free trial. Our team will be in touch to help you make the most of your trial.
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DHARMA
Last Name*
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Email*
dharma2137a@gmail.com
Role*
Developer
Company*
GOVERNMENT ARTS AND SCIENCE COLLEGE
Country/Region*
India
Postal Code*
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Username*
dharma@company.comS
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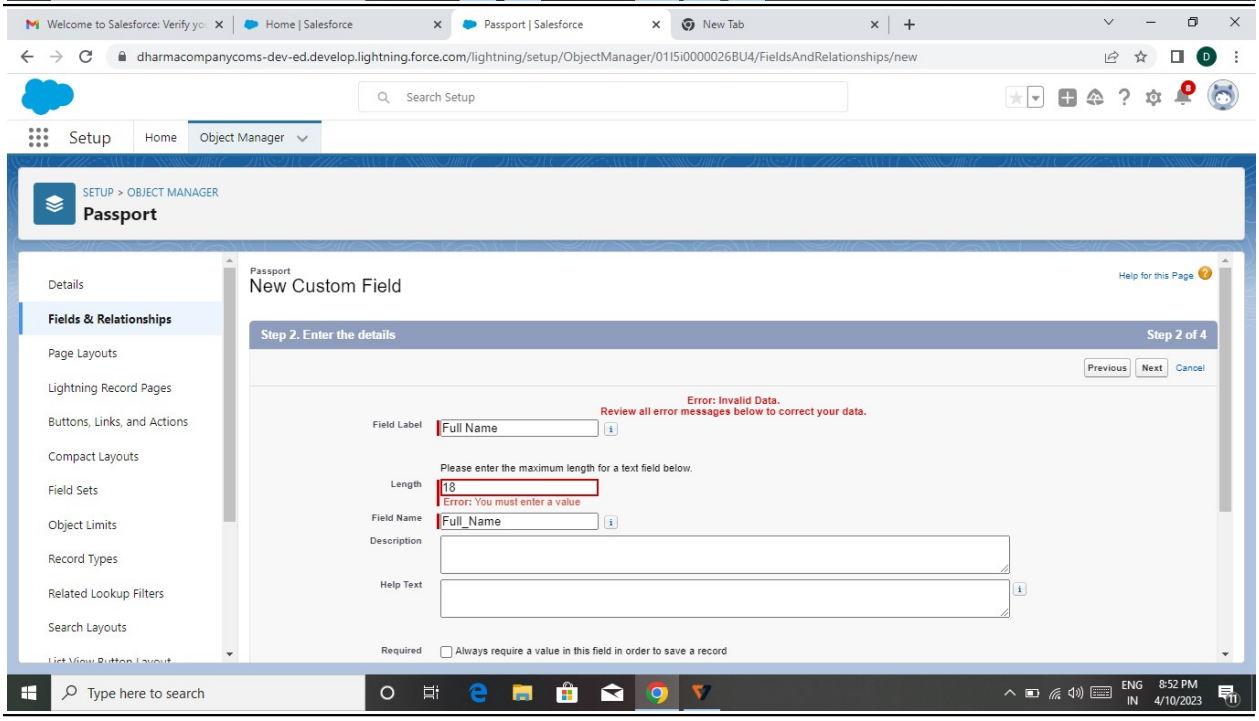
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Buttons, Links, and Actions
Compact Layouts
Field Sets
Object Limits
Record Types
Related Lookup Filters
Search Layouts
Passport
New Custom Field
Help for this Page
Step 2. Enter the details
Step 2 of 4
Previous
Next
Cancel
Error: Invalid Data.
Review all error messages below to correct your data.
Field Label
Full Name
Please enter the maximum length for a text field below.
Length
18
Error: You must enter a value
Field Name
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Description
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Always require a value in this field in order to save a record
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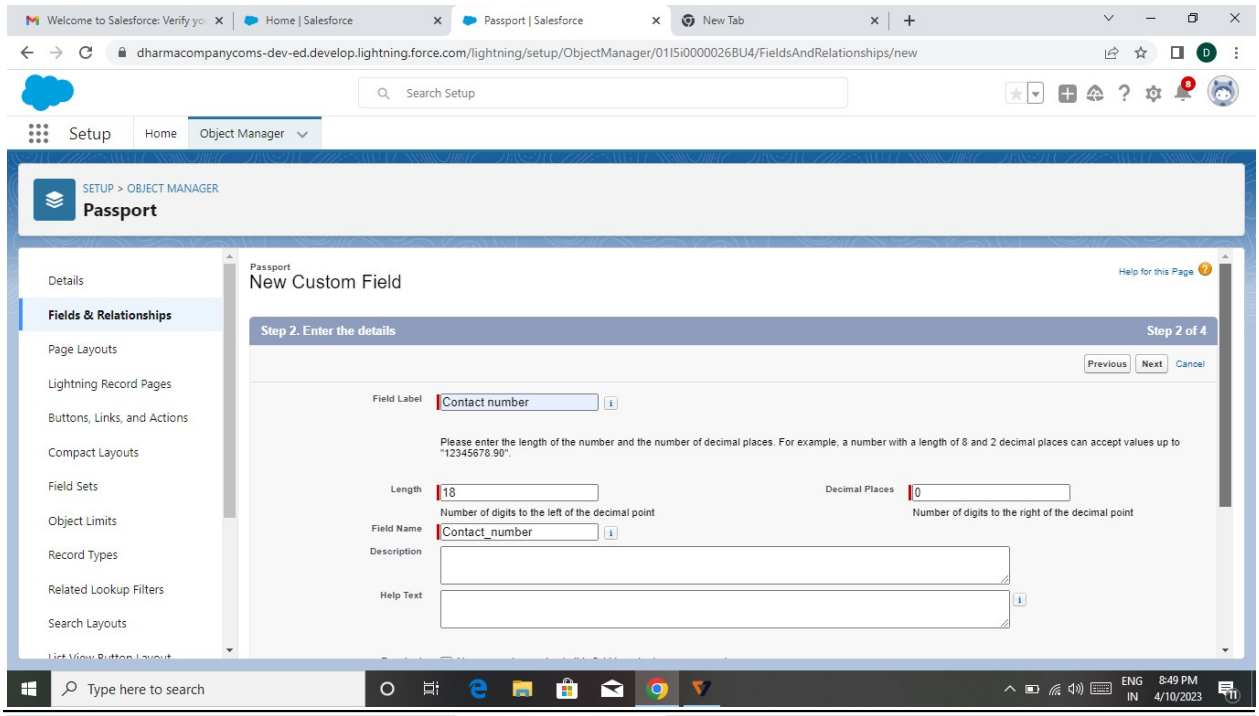
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Buttons, Links, and Actions
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Related Lookup Filters
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New Custom Field
Help for this Page
Step 2. Enter the details
Step 2 of 4
Previous
Next
Cancel
Field Label
Contact number
Please enter the length of the number and the number of decimal places. For example, a number with a length of 8 and 2 decimal places can accept values up to "12345678.90".
Length
18
Number of digits to the left of the decimal point
Decimal Places
0
Number of digits to the right of the decimal point
Field Name
Contact_number
Description
Help Text
Type here to search
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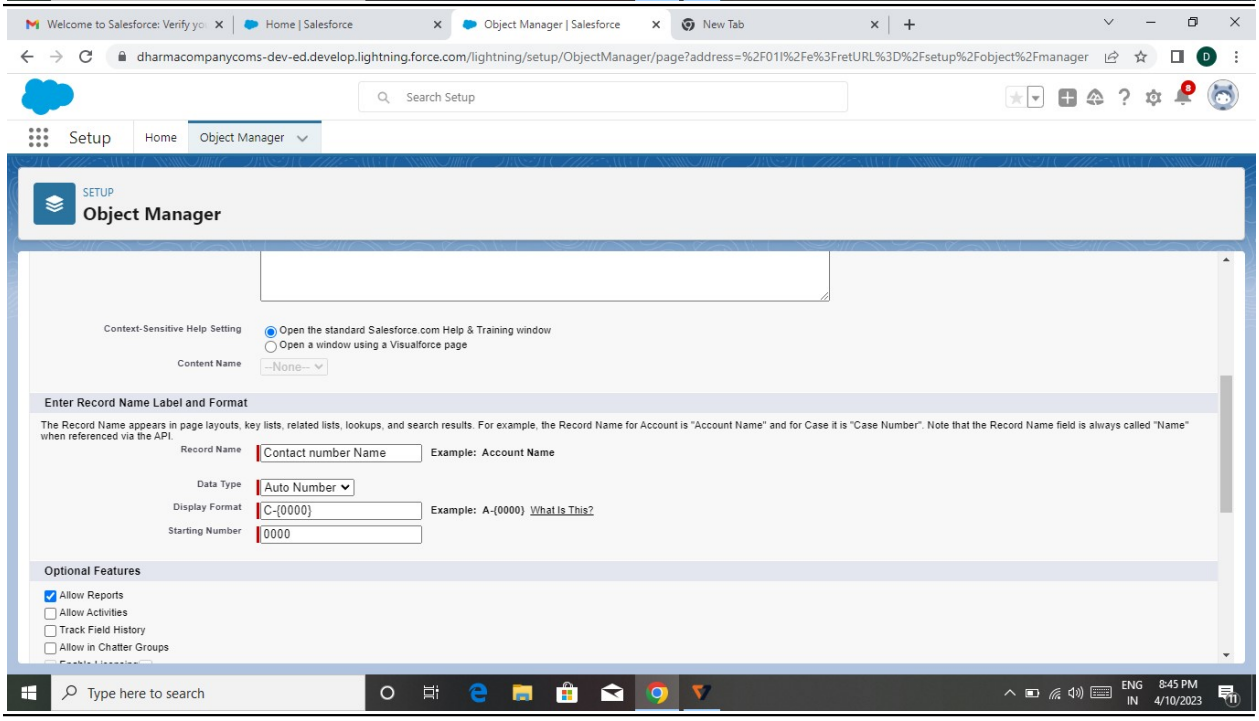
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Search Setup
Setup
Home
Object Manager
SETUP
Object Manager
Context-Sensitive Help Setting
Open the standard Salesforce.com Help & Training window
Open a window using a Visualforce page
Content Name
--None--
Enter Record Name Label and Format
The Record Name appears in page layouts, key lists, related lists, lookups, and search results. For example, the Record Name for Account is "Account Name" and for Case it is "Case Number". Note that the Record Name field is always called "Name" when referenced via the API.
Record Name
Contact number Name
Example: Account Name
Data Type
Auto Number
Display Format
C-{0000}
Example: A-{0000} What Is This?
Starting Number
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Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
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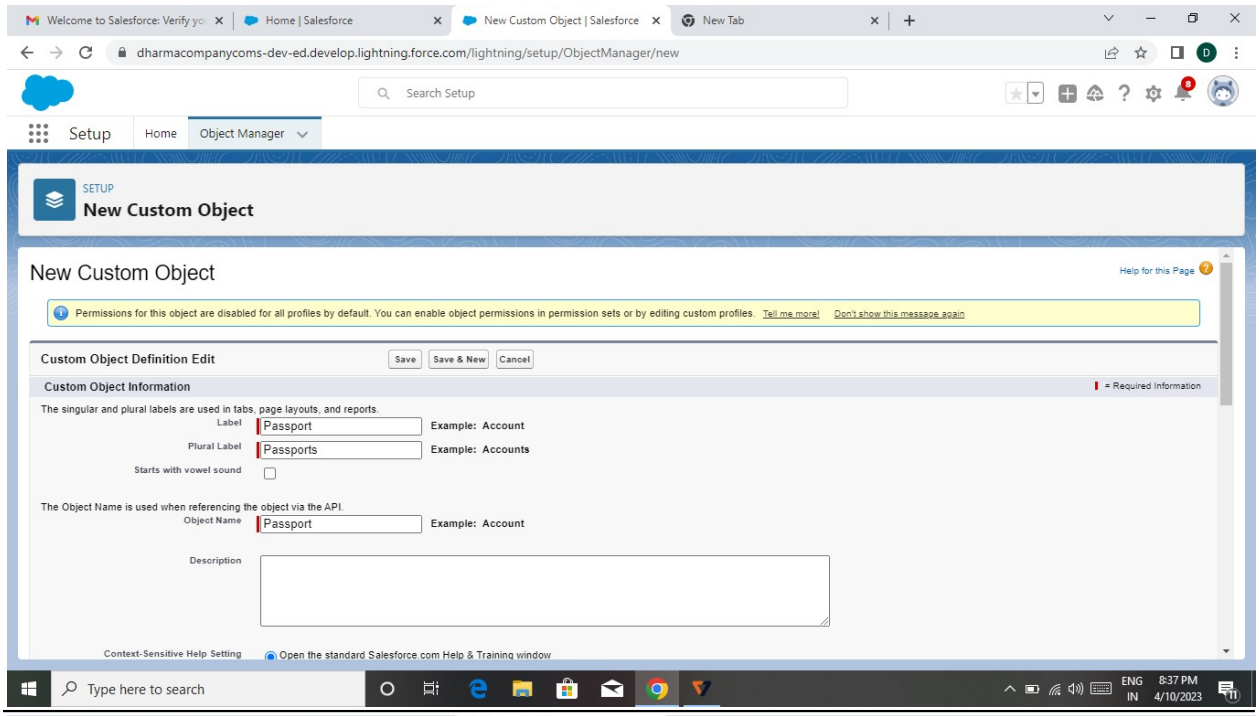
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Search Setup
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SETUP
New Custom Object
New Custom Object
Help for this Page
Permissions for this object are disabled for all profiles by default. You can enable object permissions in permission sets or by editing custom profiles. Tell me more! Don't show this message again
Custom Object Definition Edit
Save
Save & New
Cancel
Custom Object Information
= Required Information
The singular and plural labels are used in tabs, page layouts, and reports.
Label
Passport
Example: Account
Plural Label
Passports
Example: Accounts
Starts with vowel sound
The Object Name is used when referencing the object via the API.
Object Name
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Example: Account
Description
Context-Sensitive Help Setting
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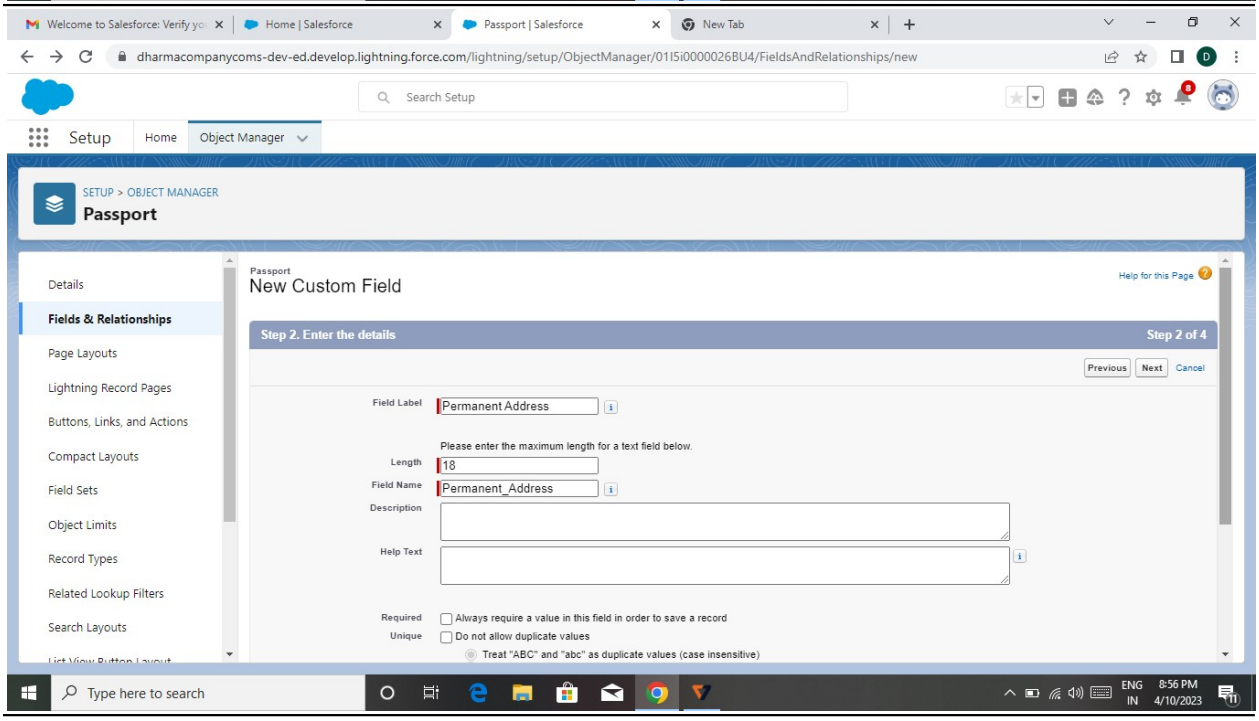
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Buttons, Links, and Actions
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Field Sets
Object Limits
Record Types
Related Lookup Filters
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New Custom Field
Help for this Page
Step 2. Enter the details
Step 2 of 4
Previous
Next
Cancel
Field Label
Permanent Address
Please enter the maximum length for a text field below.
Length
18
Field Name
Permanent_Address
Description
Help Text
Required
Always require a value in this field in order to save a record
Unique
Do not allow duplicate values
Treat "ABC" and "abc" as duplicate values (case insensitive)
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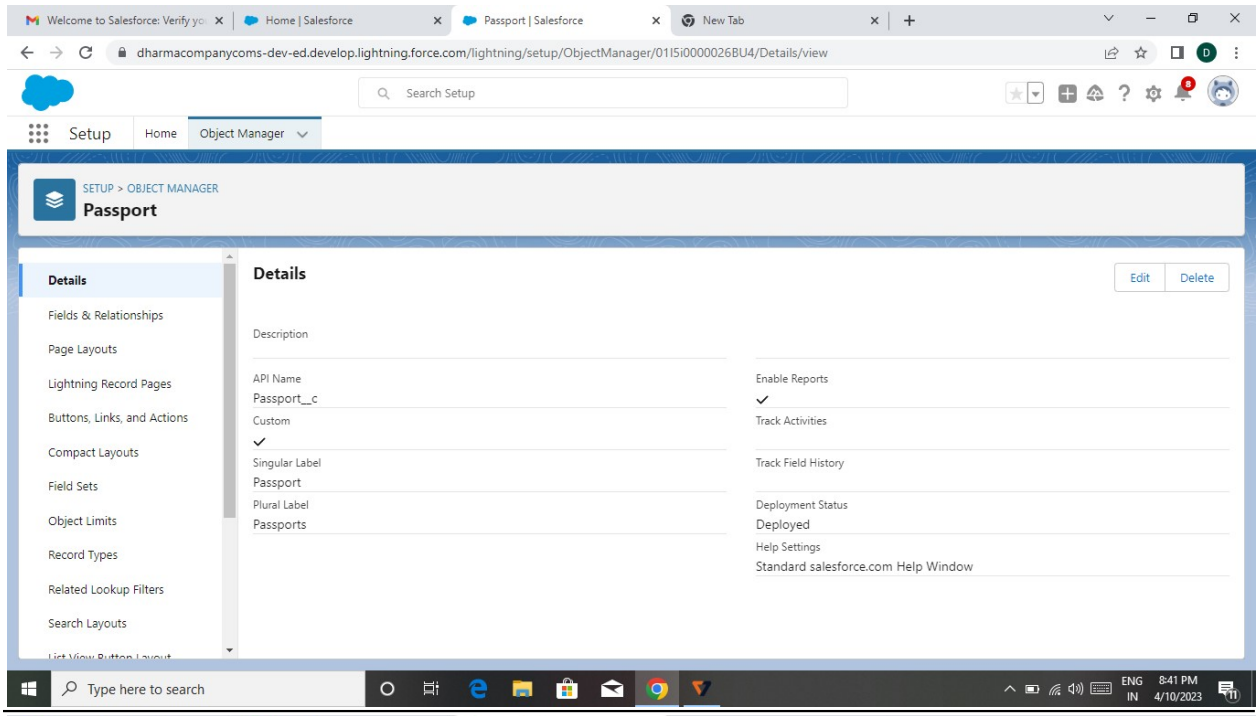
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Enable Reports
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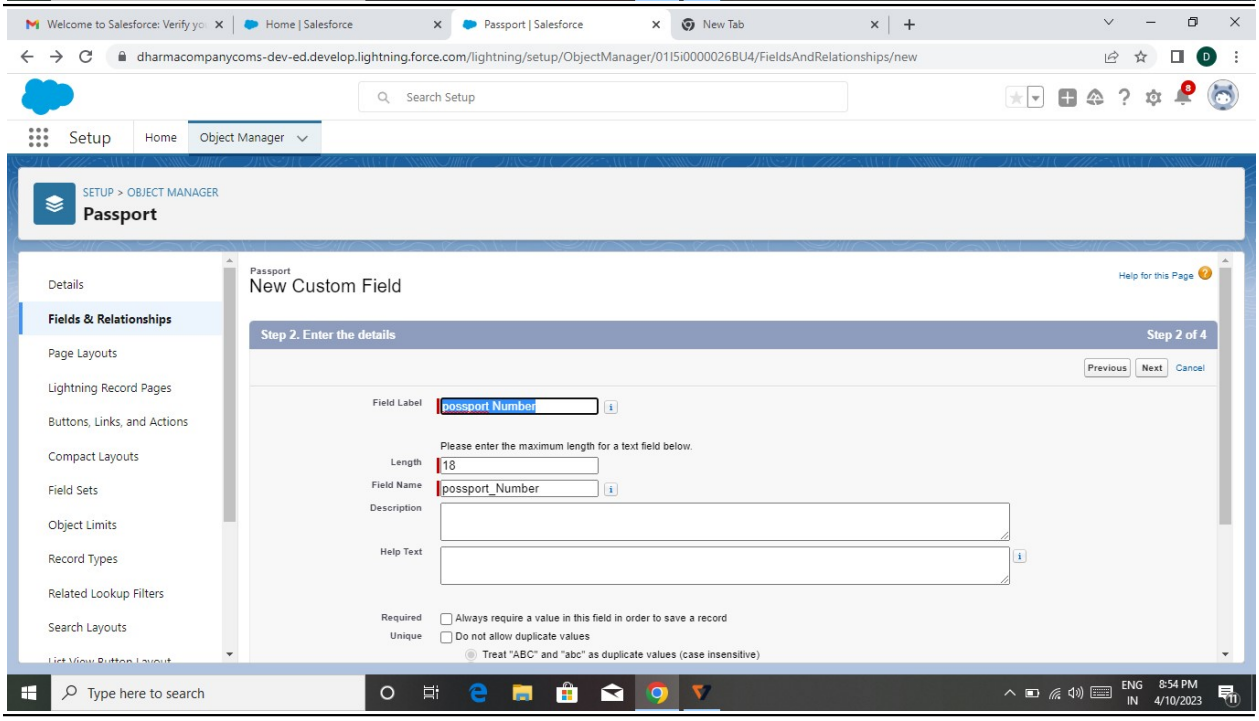
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Related Lookup Filters
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Help for this Page
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Step 2 of 4
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Please enter the maximum length for a text field below.
Length
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Field Name
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Description
Help Text
Required
Always require a value in this field in order to save a record
Unique
Do not allow duplicate values
Treat "ABC" and "abc" as duplicate values (case insensitive)
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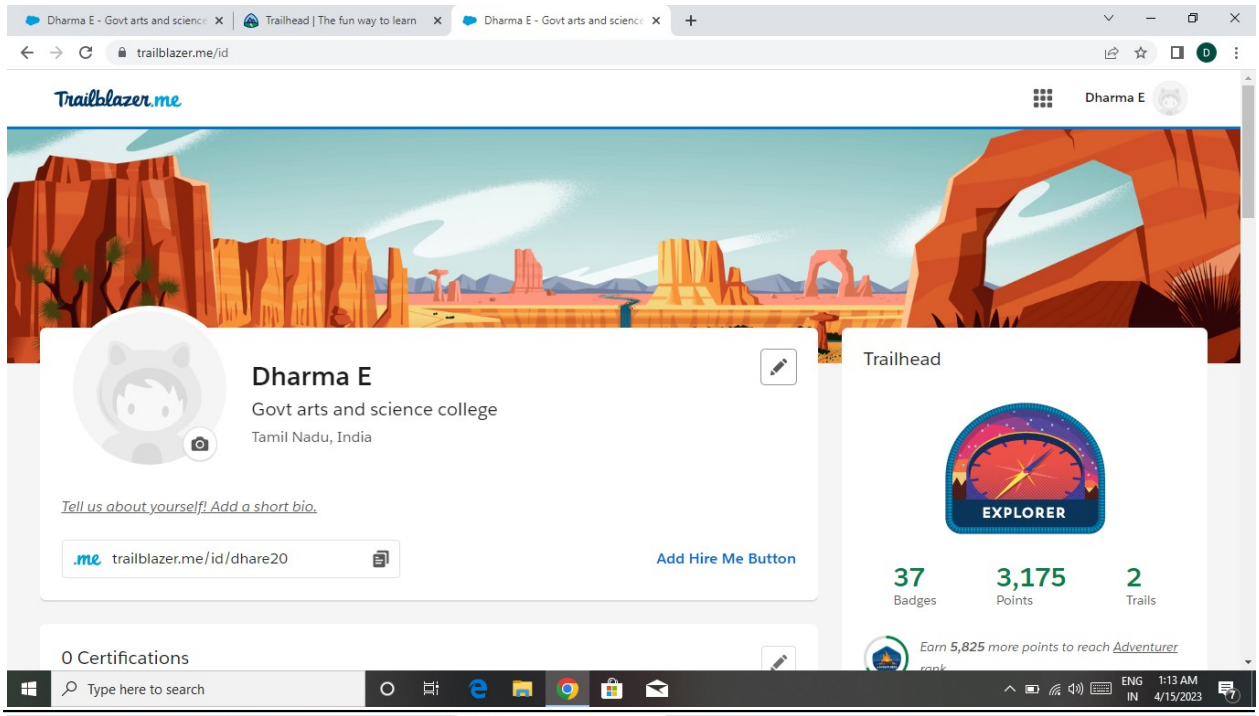
Dharma E - Govt arts and science
Trailhead | The fun way to learn
Dharma E - Govt arts and science
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Trailblazer.me
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Dharma E
Govt arts and science college
Tamil Nadu, India
Tell us about yourself! Add a short bio.
trailblazer.me/id/dhare20
Add Hire Me Button
0 Certifications
Trailhead
EXPLORER
37
Badges
3,175
Points
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Trails
Earn 5,825 more points to reach Adventurer
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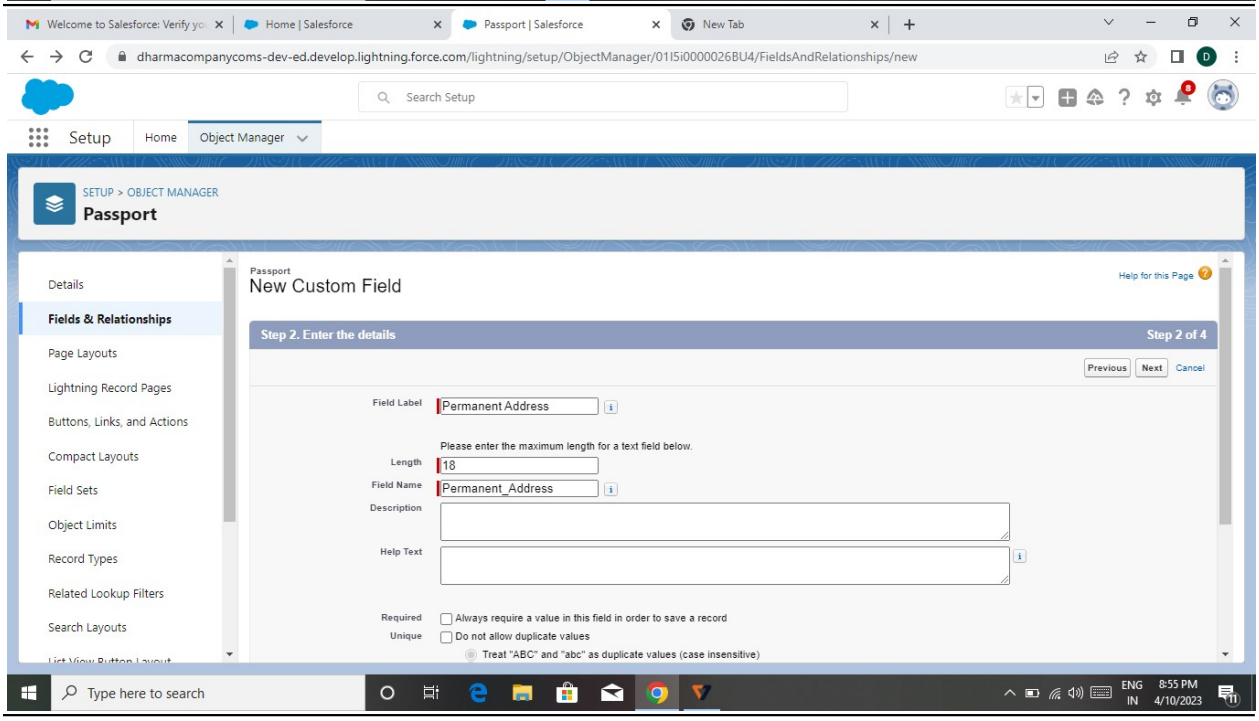
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Type here to search
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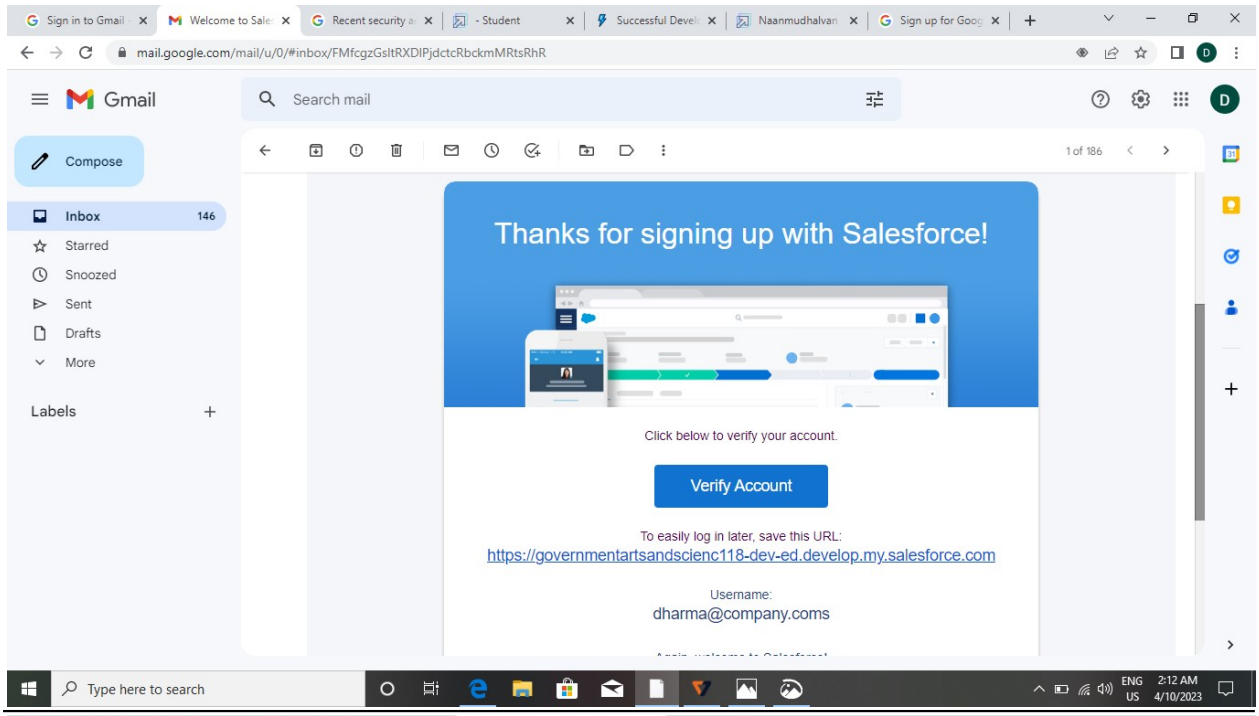
Gmail
Search mail
Compose
Inbox 146
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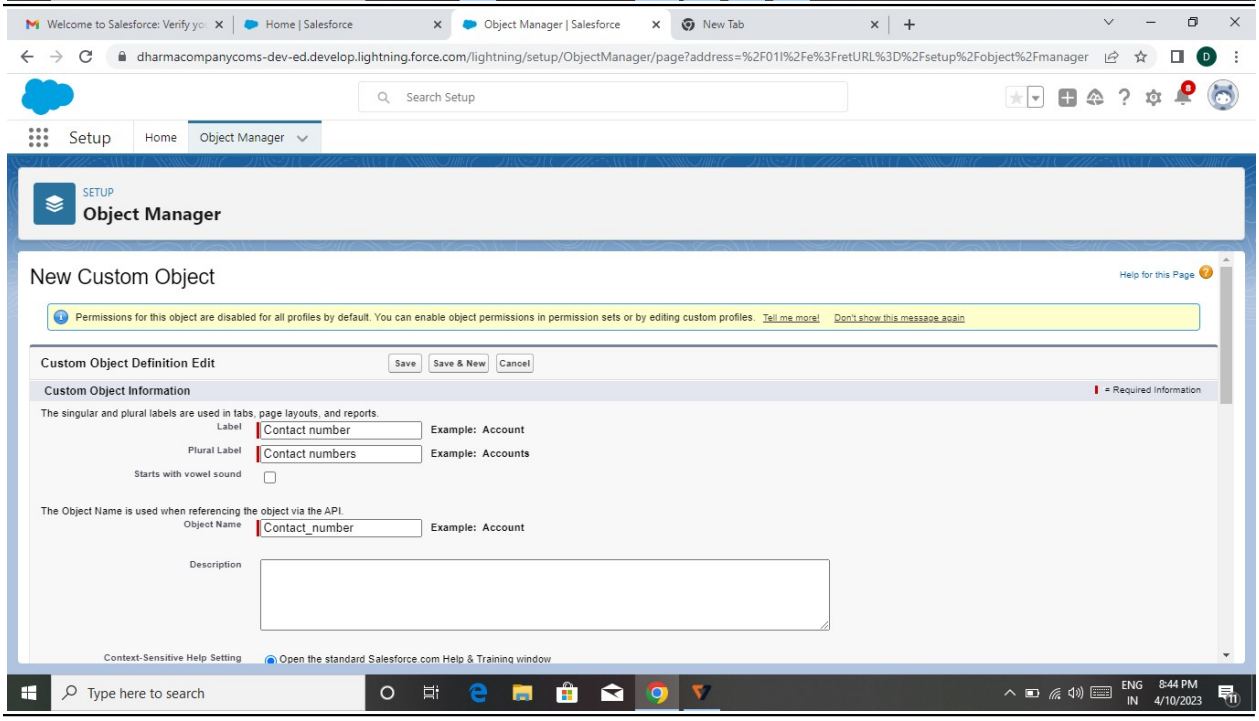
Drafts
More
Labels
Thanks for signing up with Salesforce!
Click below to verify your account.
Verify Account
To easily log in later, save this URL:
https://governmentartsandscienc118-dev-ed.develop.my.salesforce.com
Username:
dharma@company.coms


Setup
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Object Manager
SETUP
Object Manager
New Custom Object
Help for this Page
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Save
Save & New
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Context-Sensitive Help Setting
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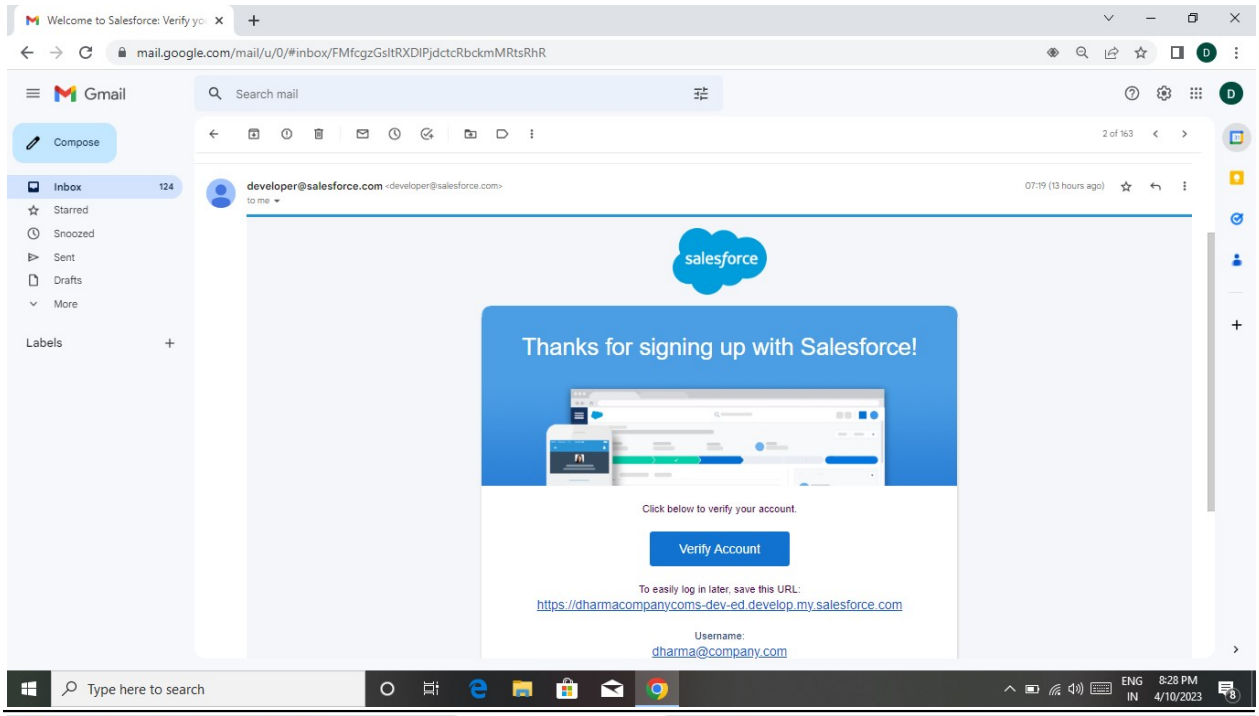
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developer@salesforce.com <developer@salesforce.com>
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salesforce
Thanks for signing up with Salesforce!
Click below to verify your account.
Verify Account
To easily log in later, save this URL:
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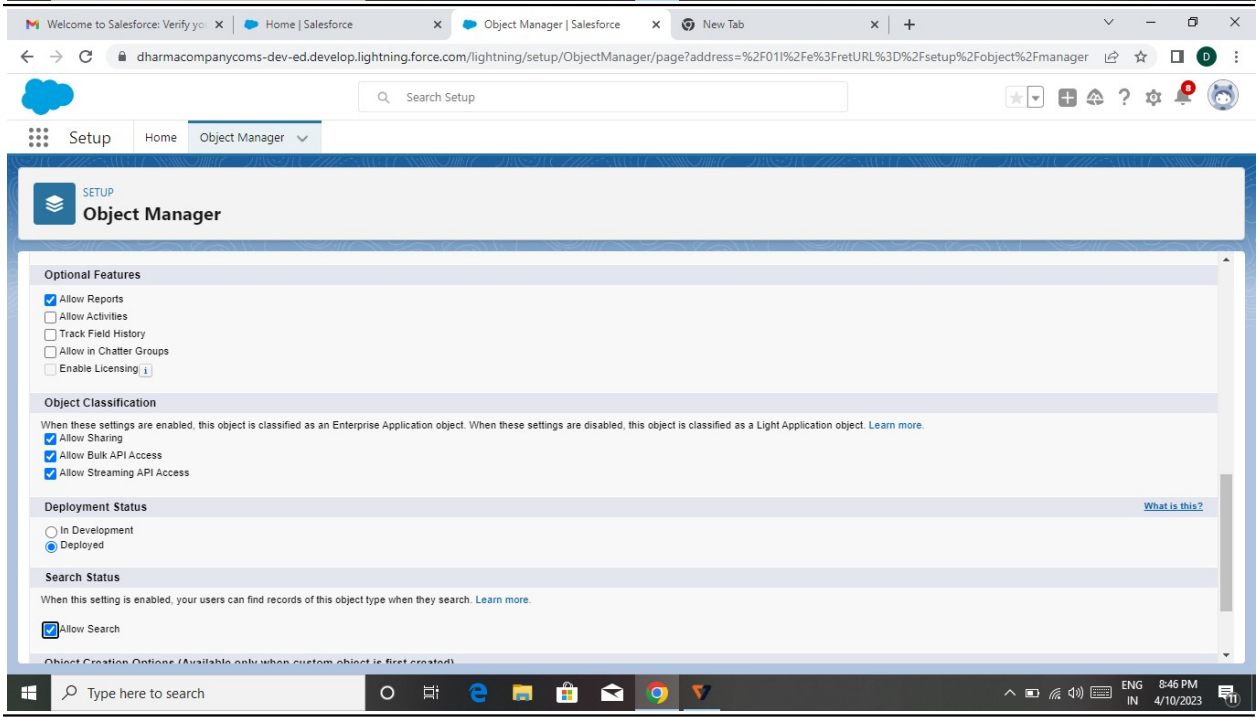
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Optional Features
Allow Reports
Allow Activities
Track Field History
Allow in Chatter Groups
Enable Licensing
Object Classification
When these settings are enabled, this object is classified as an Enterprise Application object. When these settings are disabled, this object is classified as a Light Application object. Learn more.
Allow Sharing
Allow Bulk API Access
Allow Streaming API Access
Deployment Status
What is this?
In Development
Deployed
Search Status
When this setting is enabled, your users can find records of this object type when they search. Learn more.
Allow Search
Type here to search
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4/10/2023

Trailhead Profile Public URL:

Team lead - https://trailblazer.me/id/dhare20

Team Member 1 - https://trailblazer.me/id/aanish2003

Team Member 2-https://trailblazer.me/id/arula14

Team Member 3 -https://trailblazer.me/id/chboy11

Advantages:

- ✓ It allows for more effective sales and marketing.
- ✓ It can speed up the sales conversion process.
- ✓ It increases staff productivity, lowers time costs and boosts morale.
- ✓ It enables widely dispersed teams to work closely.
- ✓ Can improve customer loyalty through exceptional experience.

Disadvantages:

- ✓ Staff over-reliance on CRM may diminish customer loyalty through a bad experience.
- ✓ Security concerns associated with centralised data.
- ✓ The excess initial time and productivity cost of implementation
- ✓ It requires a process-driven sales organisation.
- ✓ It may not suit every business.

Applications:

- Tracking Customers
- Collecting Data for Marketing
- Improving Interactions and Communications
- Streamlining Internal Sales Processes
- Planning Your Operations.

Conclusion:

Customer Relationship Management enables a company to align its strategy with the needs of the customer in order to best meet those needs and thus ensure long-term customer loyalty. However, in order to be successful in these aims, the different company departments have to work together and use measures in a coordinated fashion. This purpose is achieved via a customer database which is analyzed and updated using CRM software.

This approach will be of particular interest to companies operating in highly competitive markets where it is difficult to attract new customers.

Future Scope:

These days, numerous small and medium-sized enterprises are arising across the world. Unlike large organizations, they are reluctant to implement CRM software. However, the preferences and requirements might change with time. There was a time when CRM used to be meant for expensive infrastructure and complex technicalities. These, in turn, increased the expense of the CRM software and made it unaffordable for companies which have a small investment.

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If we notice today's scenario, then the CRM software has become quite affordable. Even many developers are providing CRM software for free. Since most CRMs are web-based software, the up-gradation of infrastructure does not become necessary. Hence, it is a great way to save your expenses.