Cosmetic Store Management

Sri Vasavi Degree & Pg College

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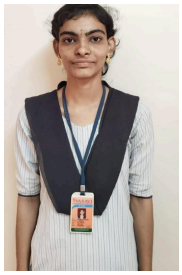
Team Member : Esarapu Rama Lakshmi

Email :ramalakshmiesarapu74@gmail.com



Team Member : Vissamsetti Hema Sri

Email : Vissamsettihemasri67@gmail.com

Team Member : Dirsipo Priyanka

Email : dirsipopriyanka@gmail.com

Project overview :

cosmetic system management (CSM) involves overseeing the day-to-day operations of a cosmetics store, including buying and selling, sales and marketing, and staff management and Informing customers about new product and special events

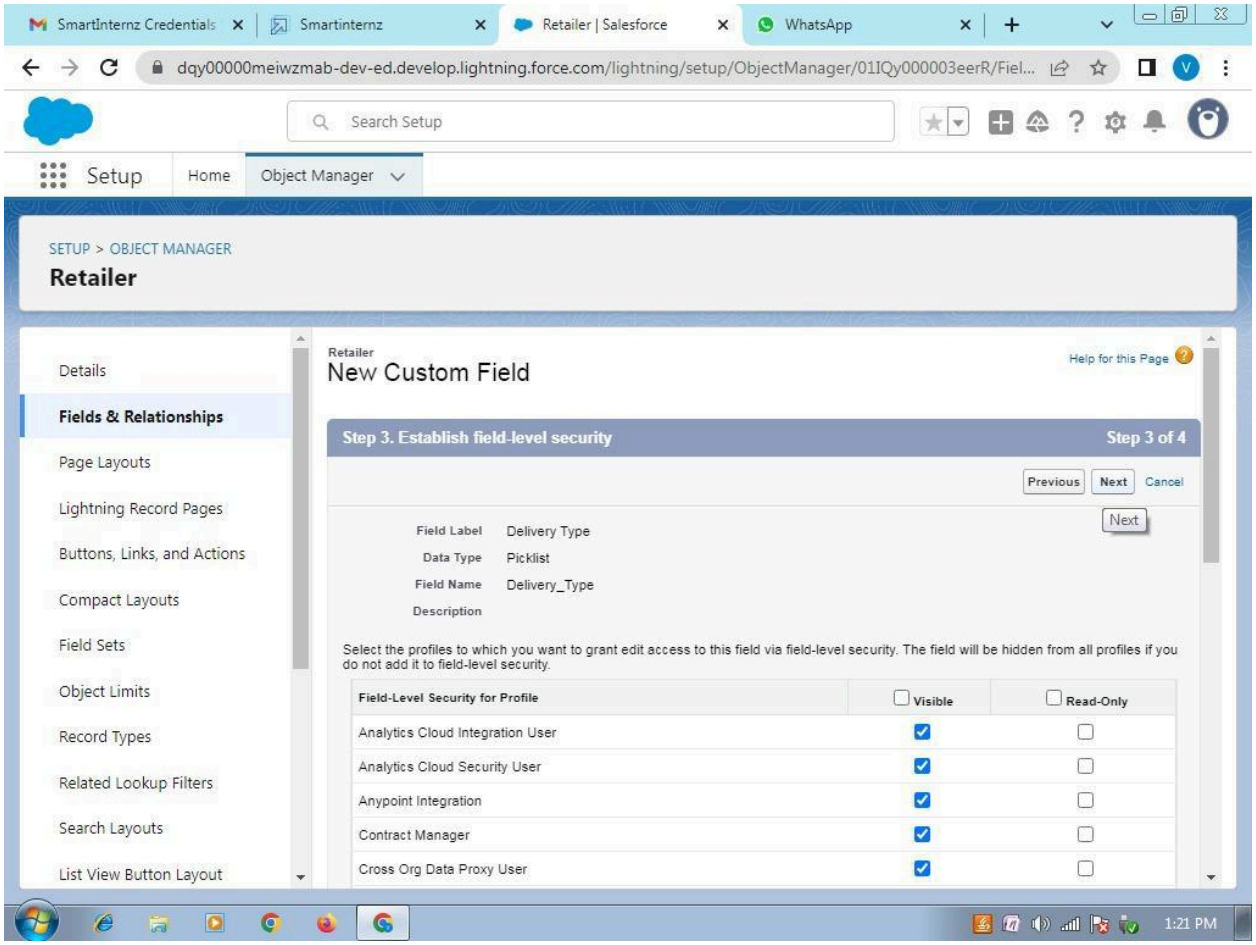
Objectives :

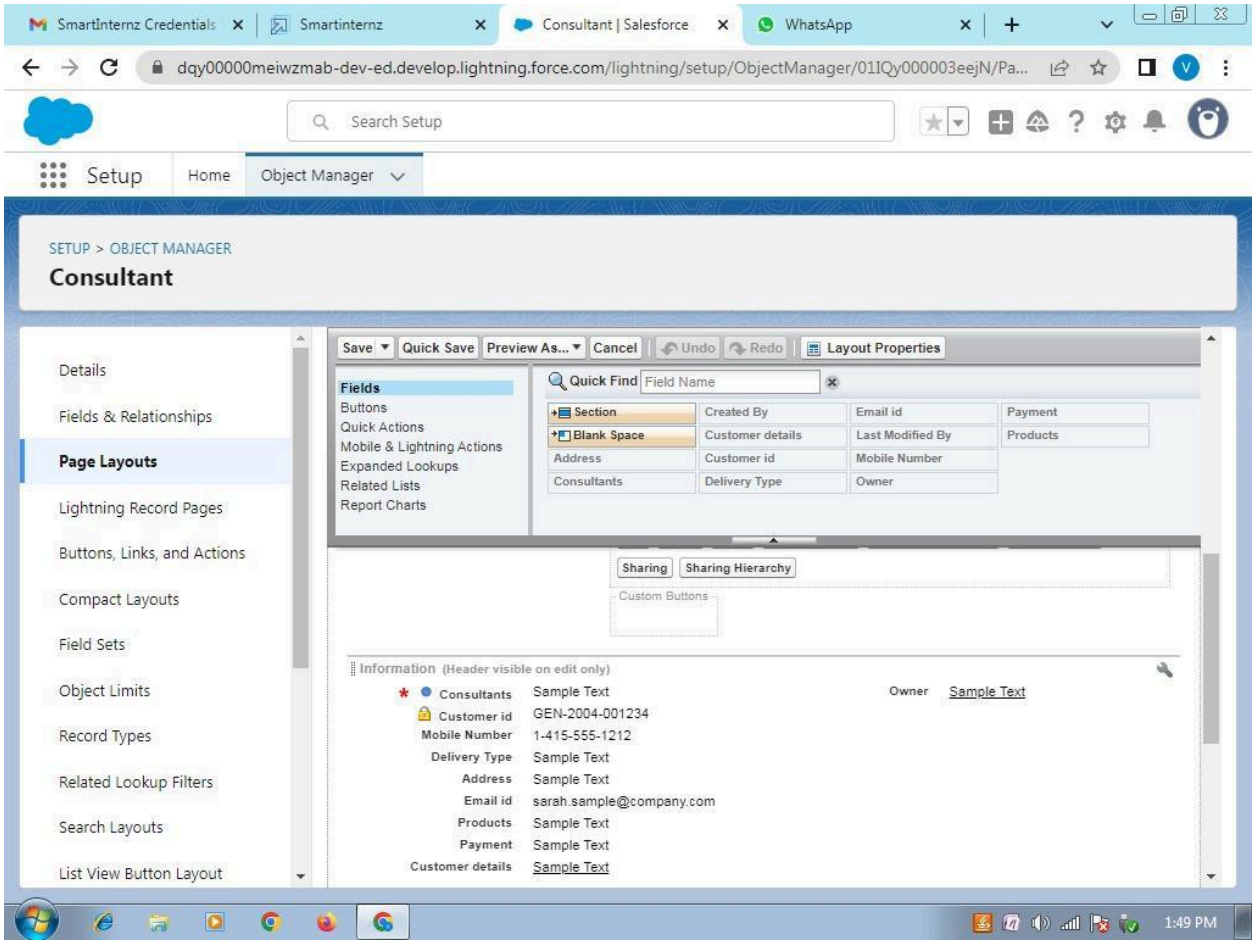
Customer retention : Address customer risks and concerns to retain customers
Customer experience : Enhance the customer experience and streamline the customer journey
Product adoption : Ensure customer adopt the product or services
Bussiness outcomes : Deliver position business outcomes
Trusted advisor relationship : Establish trusted advisor relationship with customers
Account expansion : Identity opportunities to expand accounts

Salesforce key features and concepts utilized :

- Creating a developer org.
- Creating custom objects.
- Tabs.
- Lighting app(Workforce administration solution).
- Fields and relationships.
- Owd settings.
- User adoption.
- Import data.
- Profiles.
- Roles.
- Users.
- Page layouts.
- Chatters group.
- Record types.
- Permission sets.
- Reports and Dashboards.

Detailed steps to solution design :

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Consultant | Salesforce
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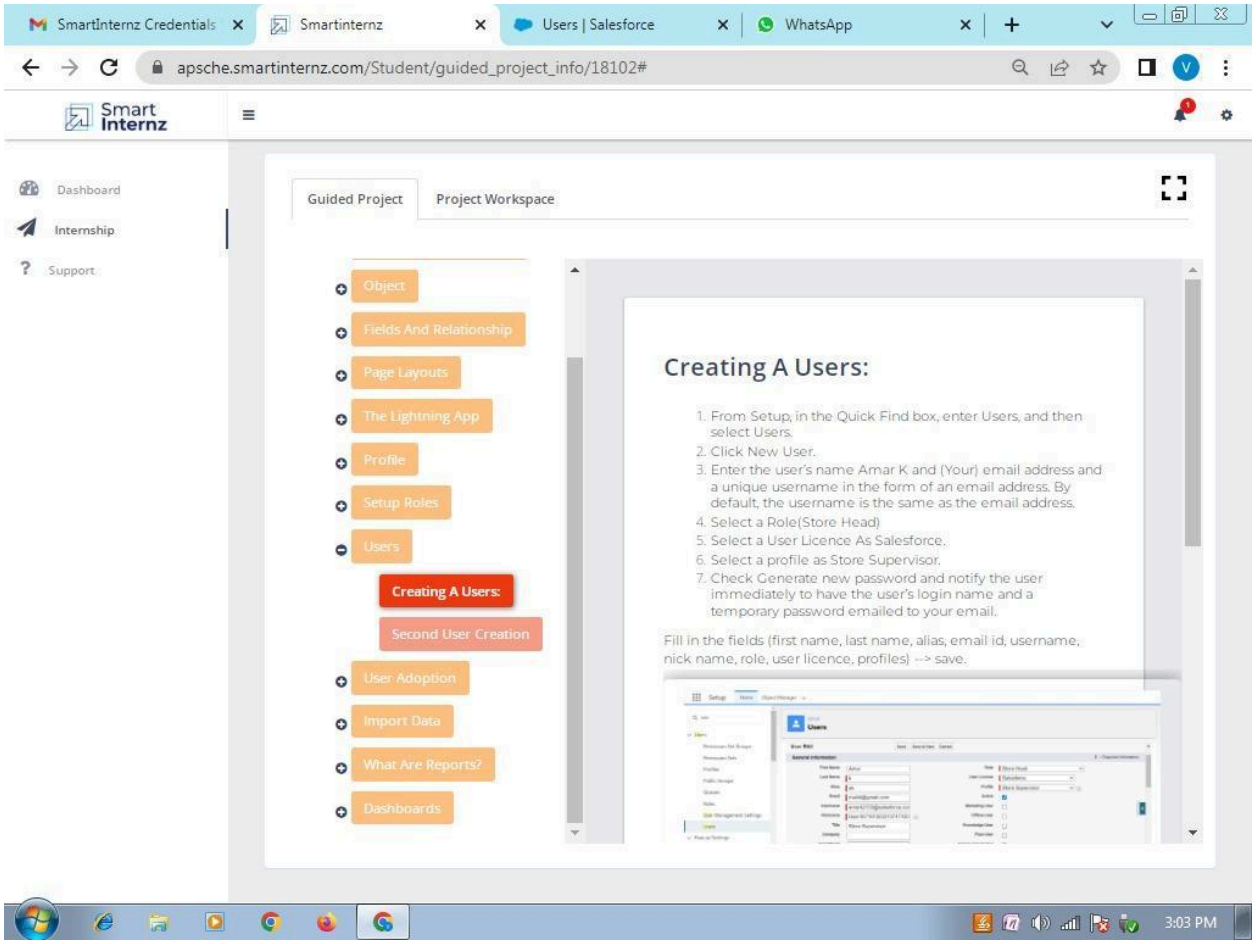
Search Setup
Setup
Home
Object Manager
SETUP > OBJECT MANAGER
Consultant
Details
Fields & Relationships
Page Layouts
Lightning Record Pages
Buttons, Links, and Actions
Compact Layouts
Field Sets
Object Limits
Record Types
Related Lookup Filters
Search Layouts
List View Button Layout
Save
Quick Save
Preview As...
Cancel
Undo
Redo
Layout Properties
Fields
Buttons
Quick Actions
Mobile & Lightning Actions
Expanded Lookups
Related Lists
Report Charts
Quick Find
Field Name
Section
Blank Space
Address
Consultants
Created By
Customer details
Customer id
Delivery Type
Email id
Last Modified By
Mobile Number
Owner
Payment
Products
Sharing
Sharing Hierarchy
Custom Buttons
Information (Header visible on edit only)
Consultants
Sample Text
Customer id
GEN-2004-001234
Mobile Number
1-415-555-1212
Delivery Type
Sample Text
Address
Sample Text
Email id
sarah.sample@company.com
Products
Sample Text
Payment
Sample Text
Customer details
Sample Text
Owner
Sample Text
1:49 PM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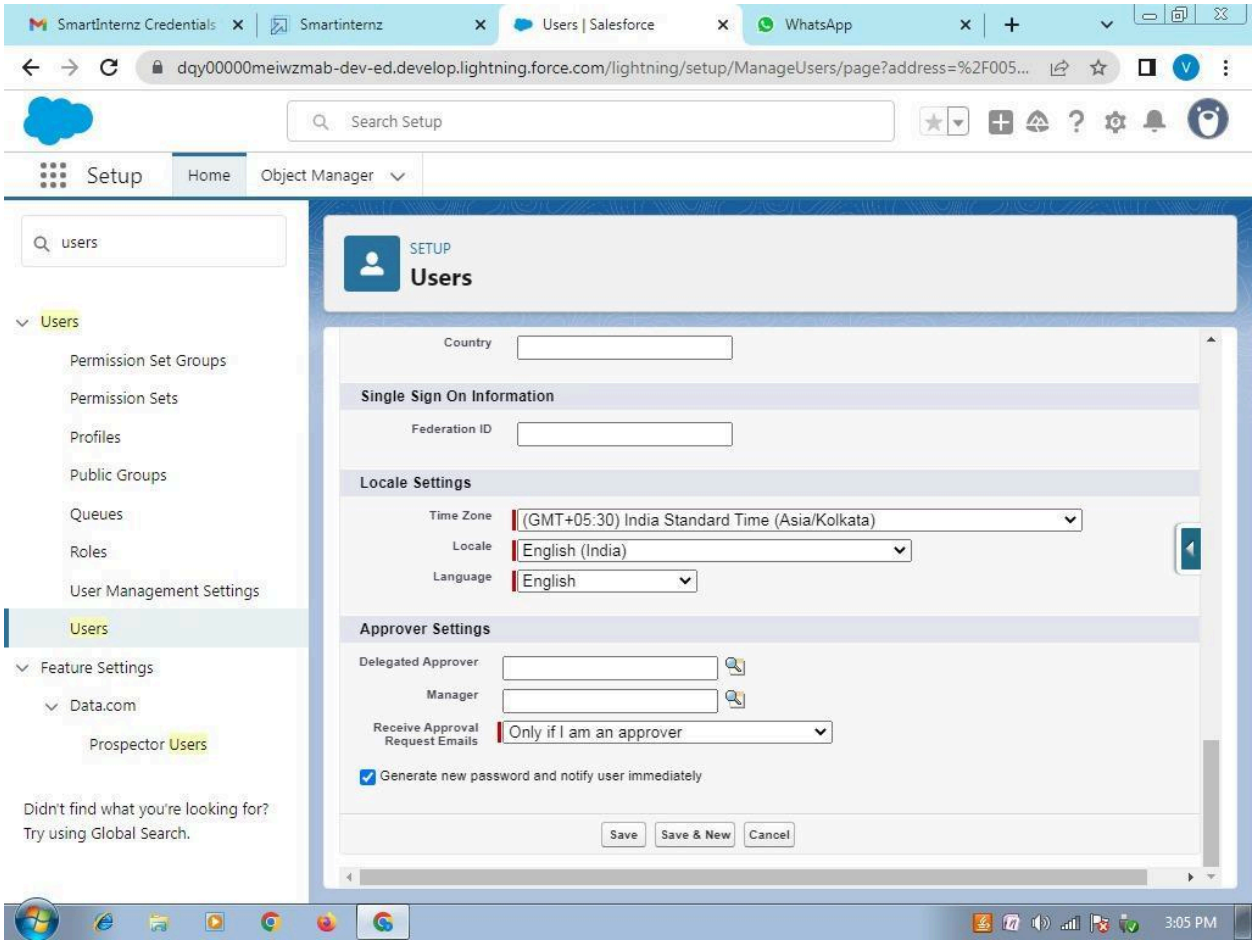
Smart Internz
Dashboard
Internship
Support
Guided Project
Project Workspace
Object
Fields And Relationship
Page Layouts
The Lightning App
Profile
Setup Roles
Users
Creating A Users:
Second User Creation
User Adoption
Import Data
What Are Reports?
Dashboards
Creating A Users:
1. From Setup, in the Quick Find box, enter Users, and then select Users.
2. Click New User.
3. Enter the user's name Amar K and (Your) email address and a unique username in the form of an email address. By default, the username is the same as the email address.
4. Select a Role(Store Head)
5. Select a User Licence As Salesforce.
6. Select a profile as Store Supervisor.
7. Check Generate new password and notify the user immediately to have the user's login name and a temporary password emailed to your email.
Fill in the fields (first name, last name, alias, email id, username, nick name, role, user licence, profiles) --> save.
3:03 PM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Users | Salesforce
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Search Setup
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Home
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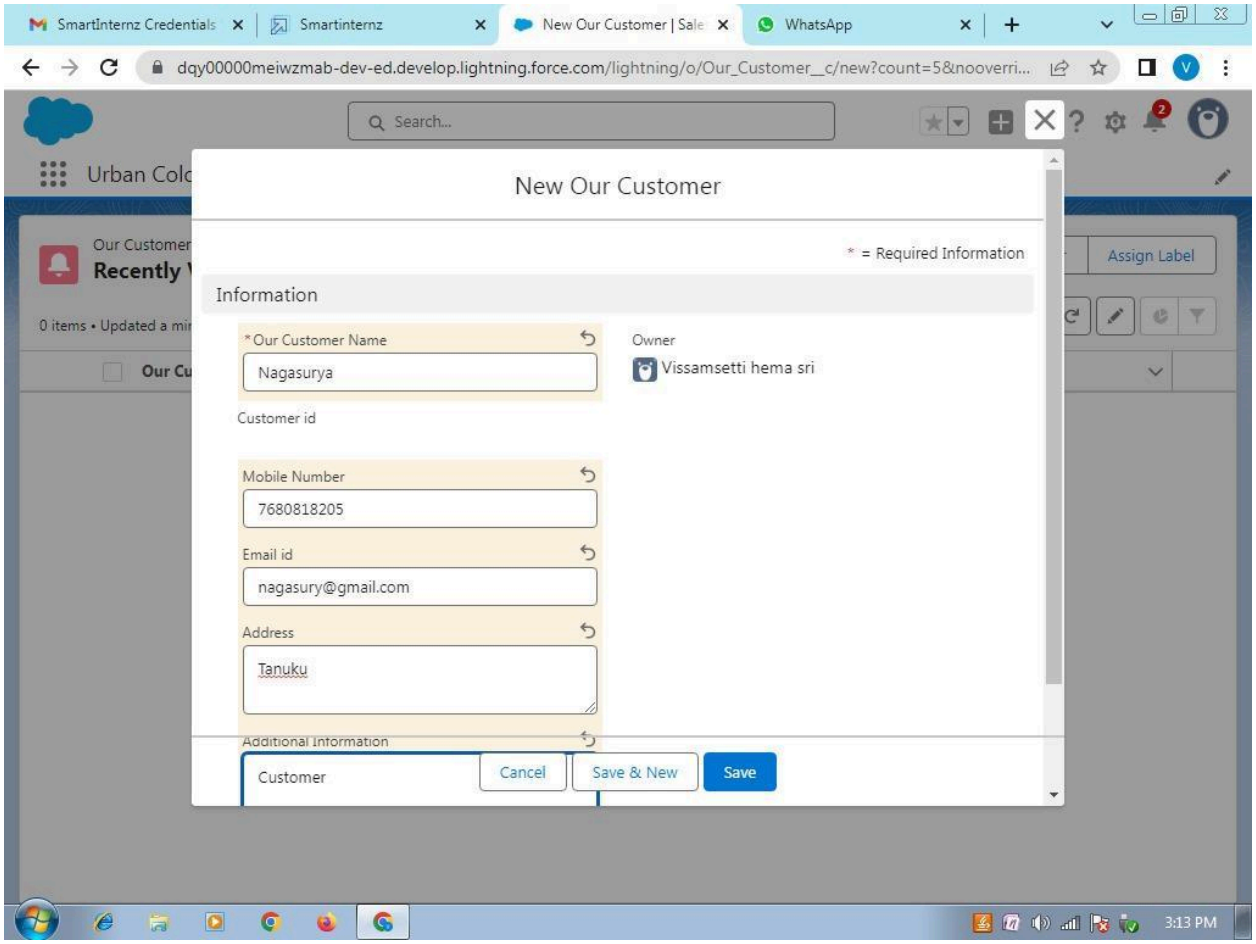
users
Users
Permission Set Groups
Permission Sets
Profiles
Public Groups
Queues
Roles
User Management Settings
Users
Feature Settings
Data.com
Prospector Users
Didn't find what you're looking for?
Try using Global Search.
SETUP
Users
Country
Single Sign On Information
Federation ID
Locale Settings
Time Zone
(GMT+05:30) India Standard Time (Asia/Kolkata)
Locale
English (India)
Language
English
Approver Settings
Delegated Approver
Manager
Receive Approval Request Emails
Only if I am an approver
Generate new password and notify user immediately
Save
Save & New
Cancel
3:05 PM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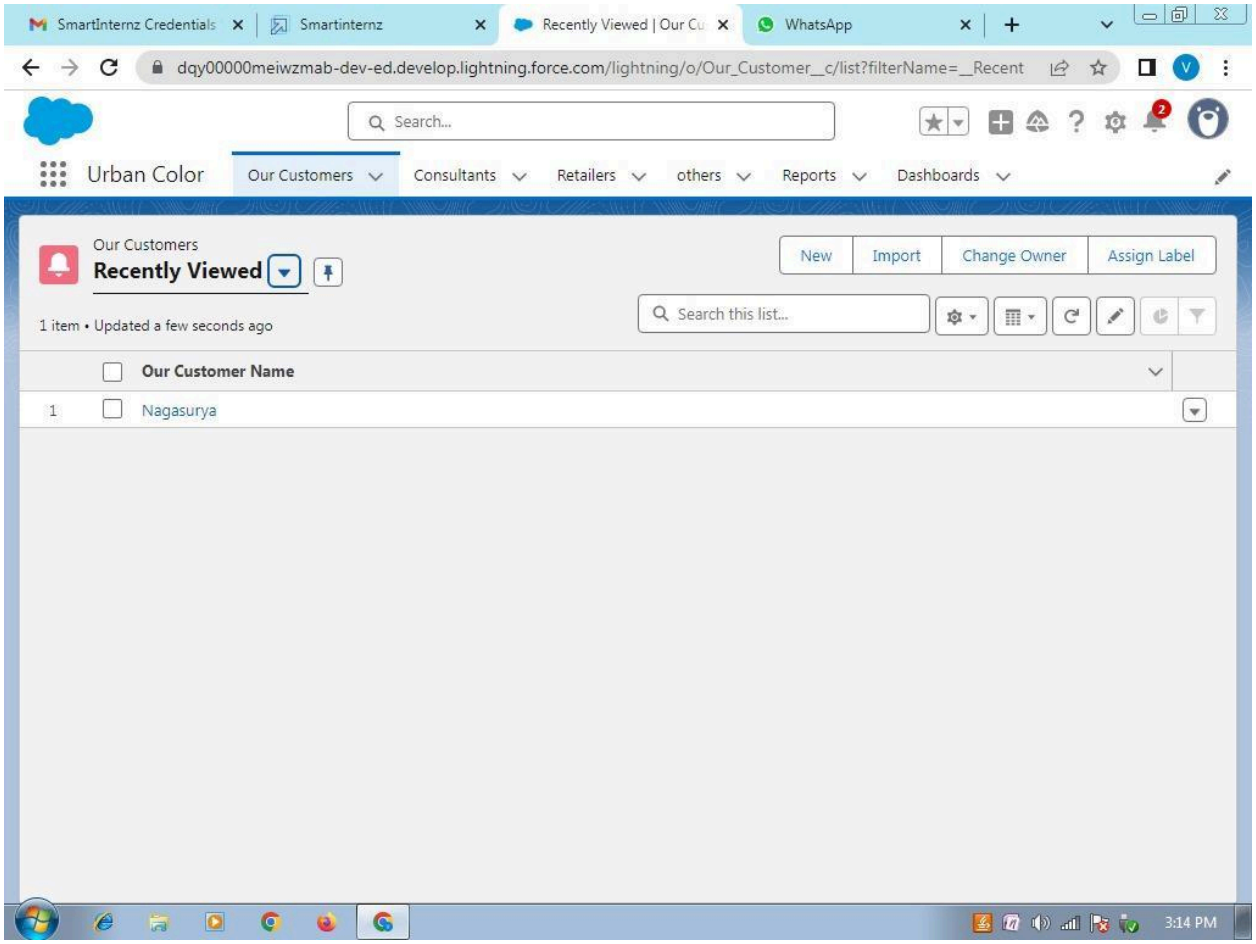
New Our Customer
* = Required Information
Information
*Our Customer Name
Nagasurya
Owner
Vissamsetti hema sri
Customer id
Mobile Number
7680818205
Email id
nagasury@gmail.com
Address
Tanuku
Additional Information
Customer
Cancel
Save & New
Save
Assign Label
3:13 PM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Recently Viewed | Our Cu
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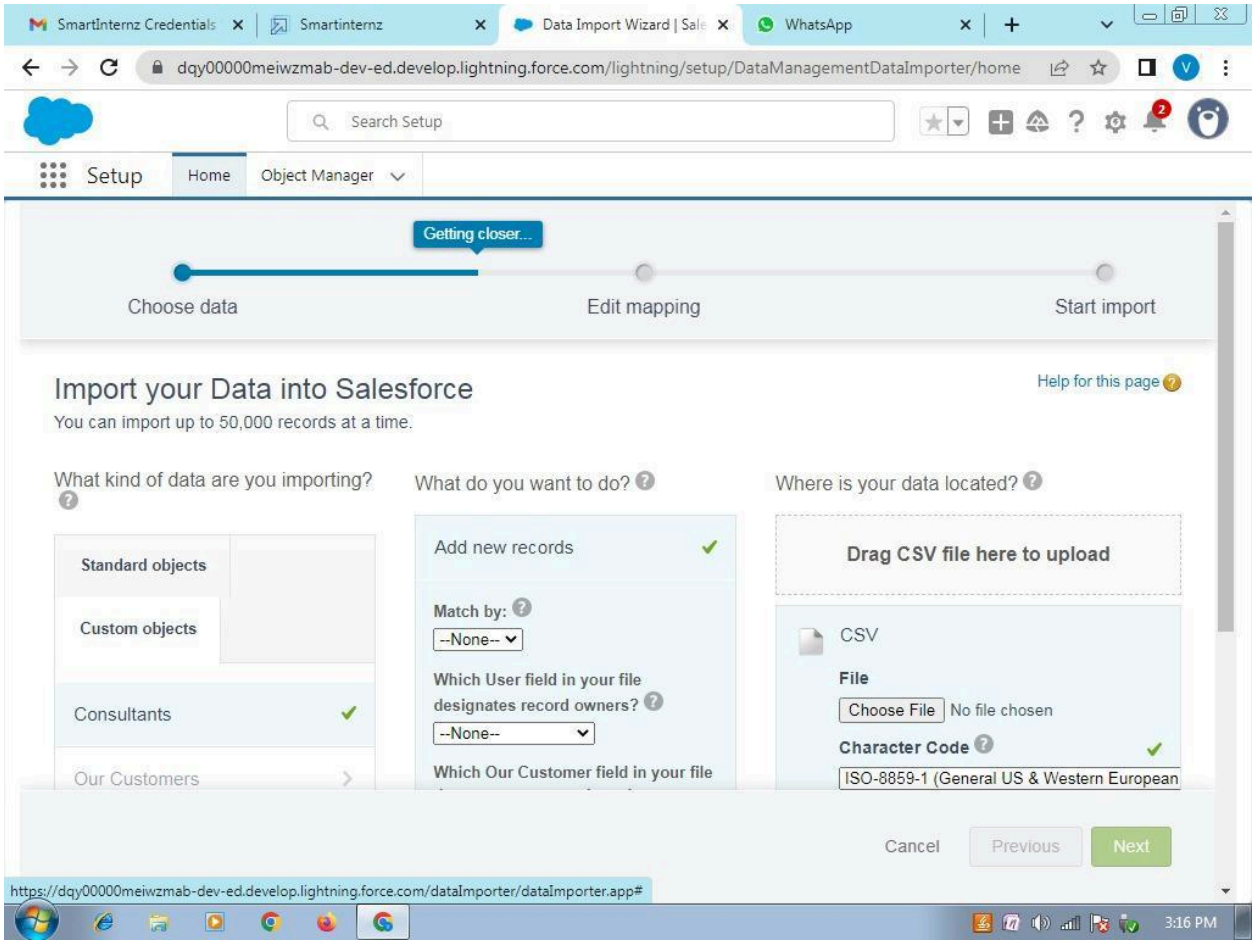
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Our Customers
Recently Viewed
New
Import
Change Owner
Assign Label
1 item • Updated a few seconds ago
Search this list...
Our Customer Name
1
Nagasurya
3:14 PM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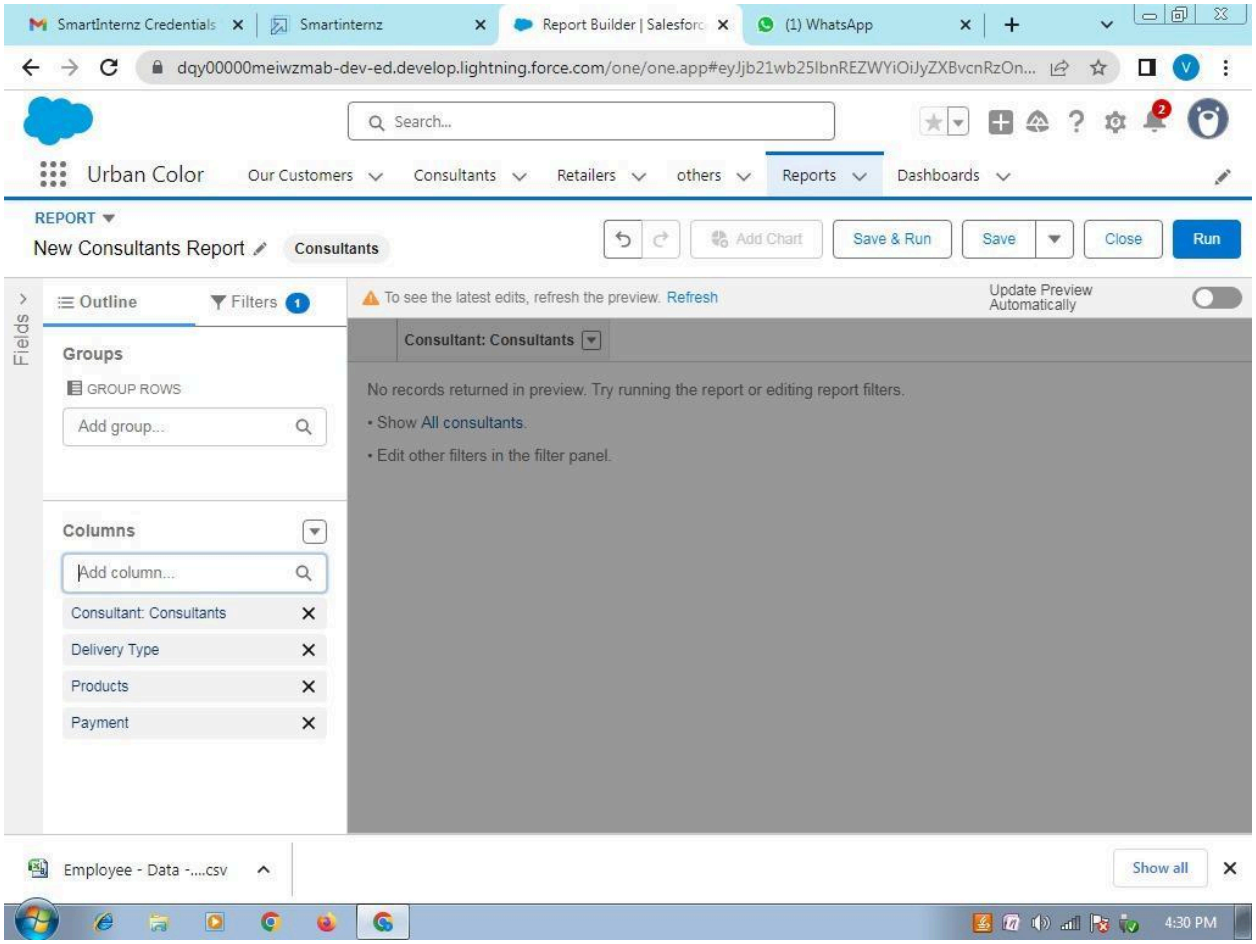
Smartinternz
Data Import Wizard | Sale
WhatsApp
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/DataManagementDataImporter/home
Search Setup
Setup
Home
Object Manager
Getting closer...
Choose data
Edit mapping
Start import
Import your Data into Salesforce
You can import up to 50,000 records at a time.
Help for this page
What kind of data are you importing?
Standard objects
Custom objects
Consultants
Our Customers
What do you want to do?
Add new records
Match by:
--None--
Which User field in your file designates record owners?
--None--
Which Our Customer field in your file
Where is your data located?
Drag CSV file here to upload
CSV
File
Choose File
No file chosen
Character Code
ISO-8859-1 (General US & Western European
Cancel
Previous
Next
https://dqy00000meiwzmab-dev-ed.develop.lightning.force.com/dataImporter/dataImporter.app#
3:16 PM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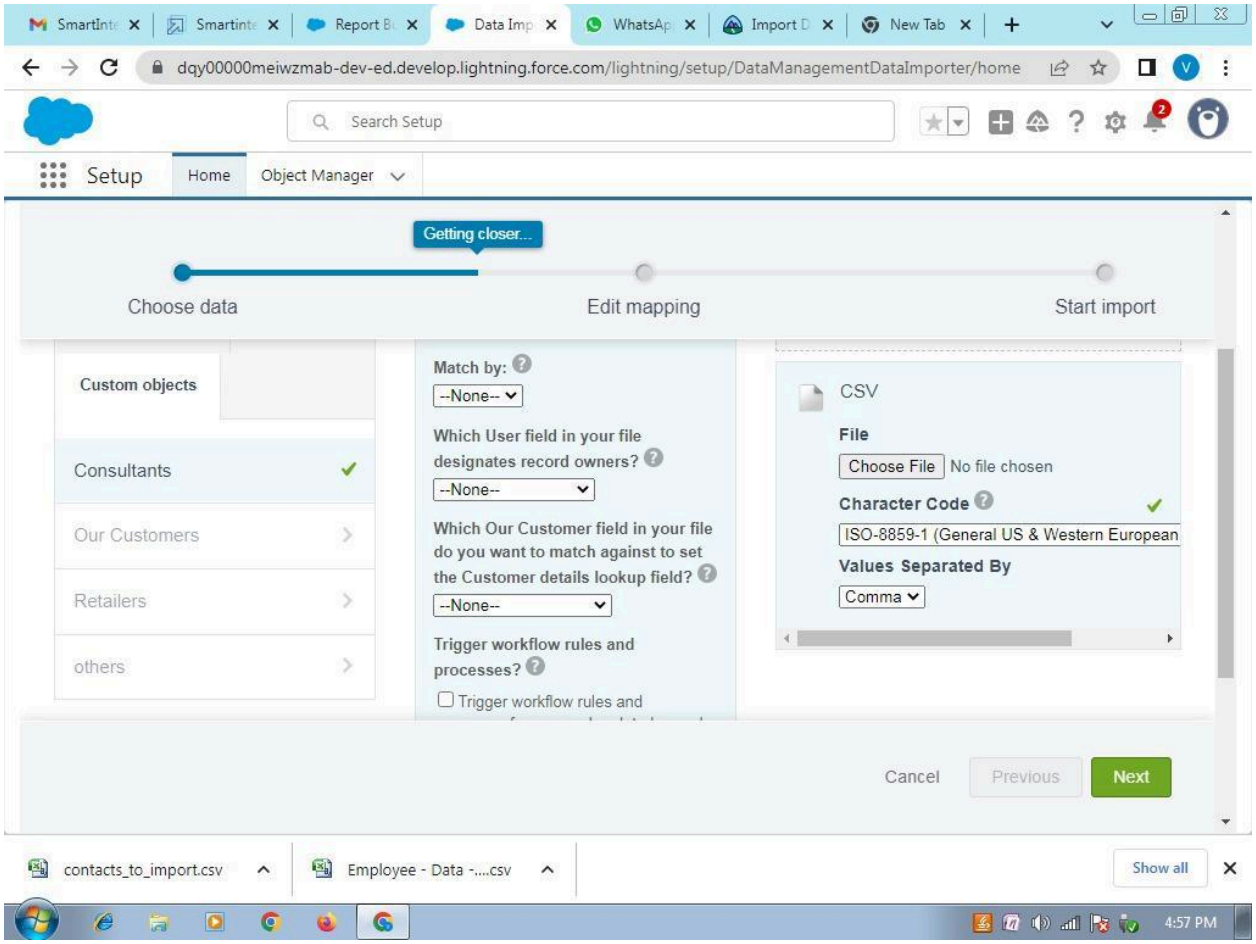
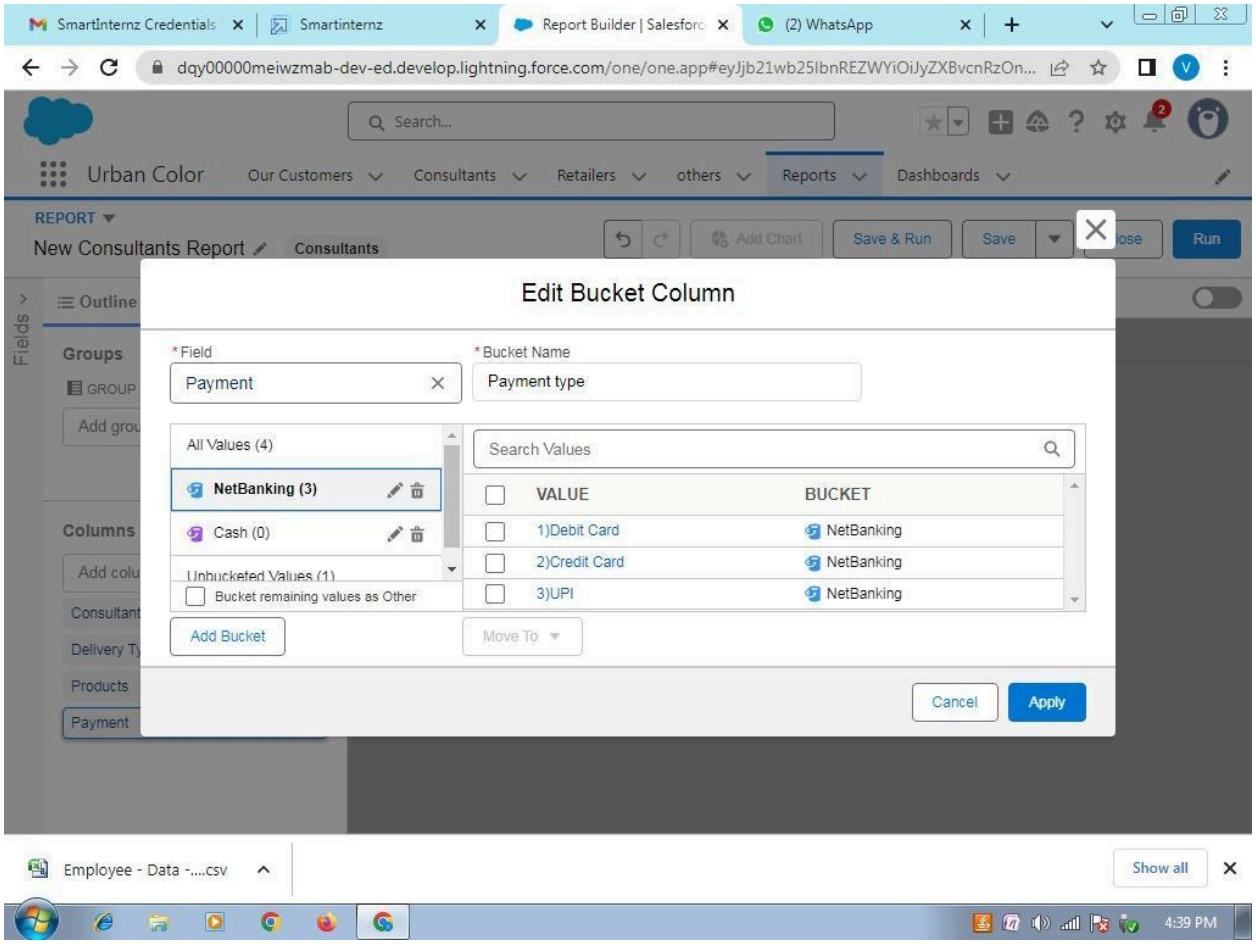
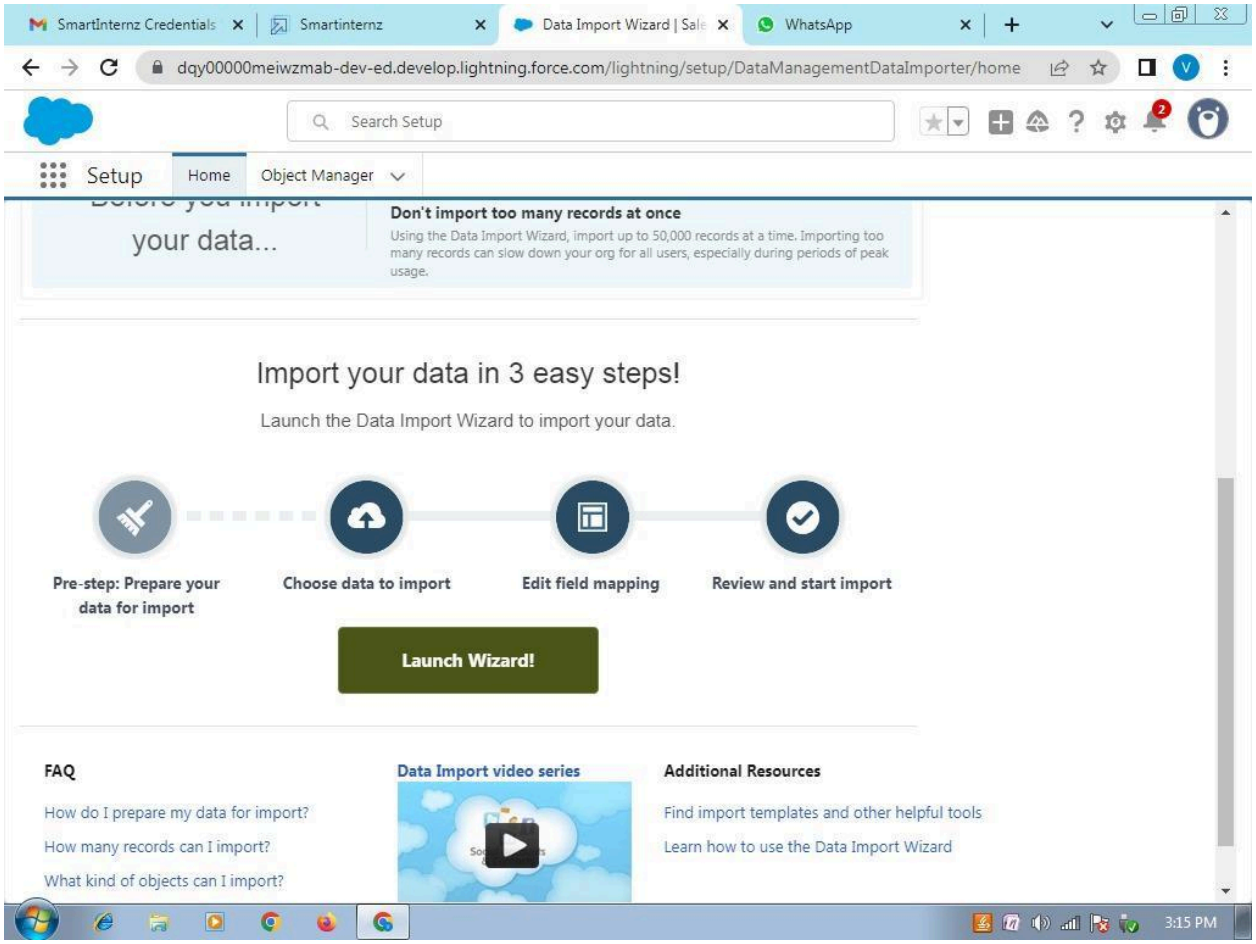
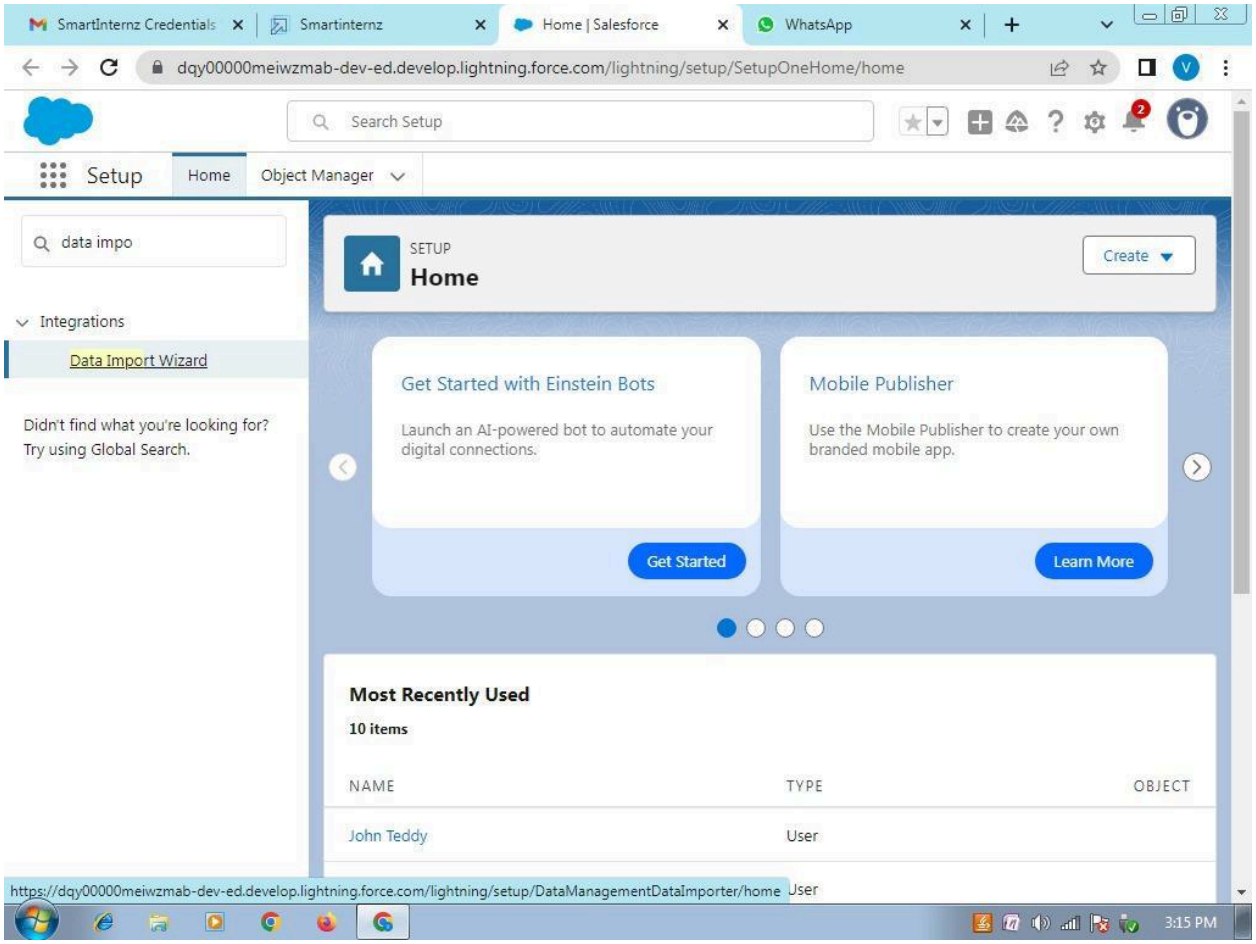
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
REPORT
New Consultants Report
Consultants
Add Chart
Save & Run
Save
Close
Run
Fields
Outline
Filters 1
To see the latest edits, refresh the preview. Refresh
Update Preview Automatically
Groups
GROUP ROWS
Add group...
Consultant: Consultants
No records returned in preview. Try running the report or editing report filters.
• Show All consultants.
• Edit other filters in the filter panel.
Columns
Add column...
Consultant: Consultants
Delivery Type
Products
Payment
Employee - Data -....csv
Show all
4:30 PM


dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/DataManagementDataImporter/home
Search Setup
Setup
Home
Object Manager
Getting closer...
Choose data
Edit mapping
Start import
Custom objects
Consultants
Our Customers
Retailers
others
Match by:
--None--
Which User field in your file designates record owners?
--None--
Which Our Customer field in your file do you want to match against to set the Customer details lookup field?
--None--
Trigger workflow rules and processes?
Trigger workflow rules and
CSV
File
Choose File
No file chosen
Character Code
ISO-8859-1 (General US & Western European
Values Separated By
Comma
Cancel
Previous
Next
contacts_to_import.csv
Employee - Data -....csv
Show all
4:57 PM


Edit Bucket Column
* Field
Payment
* Bucket Name
Payment type
All Values (4)
NetBanking (3)
Cash (0)
Unbucketed Values (1)
Bucket remaining values as Other
Add Bucket
Search Values
VALUE
BUCKET
1)Debit Card
NetBanking
2)Credit Card
NetBanking
3)UPI
NetBanking
Move To
Cancel
Apply
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
REPORT
New Consultants Report
Consultants
Add Chart
Save & Run
Save
Run
Outline
Groups
Columns
Products
Payment
Fields
Employee - Data -....csv
Show all
4:39 PM


SmartInternz Credentials
Smartinternz
Data Import Wizard | Sale
WhatsApp
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/DataManagementDataImporter/home
Search Setup
Setup
Home
Object Manager
your data...
Don't import too many records at once
Using the Data Import Wizard, import up to 50,000 records at a time. Importing too many records can slow down your org for all users, especially during periods of peak usage.
Import your data in 3 easy steps!
Launch the Data Import Wizard to import your data.
Pre-step: Prepare your data for import
Choose data to import
Edit field mapping
Review and start import
Launch Wizard!
FAQ
How do I prepare my data for import?
How many records can I import?
What kind of objects can I import?
Data Import video series
Additional Resources
Find import templates and other helpful tools
Learn how to use the Data Import Wizard
3:15 PM


SmartInternz Credentials
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WhatsApp
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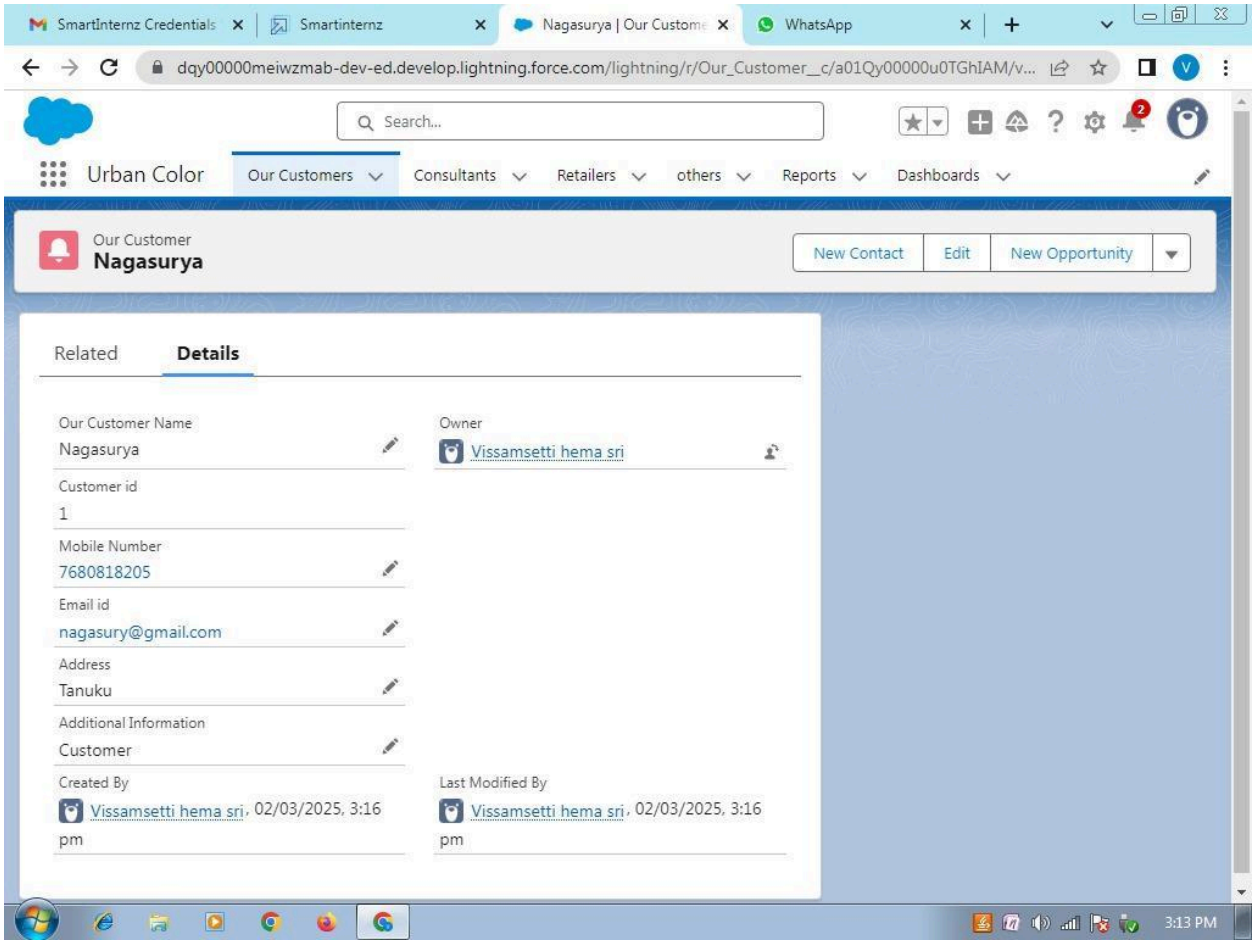
Search Setup
Setup
Home
Object Manager
data impo
Integrations
Data Import Wizard
Didn't find what you're looking for?
Try using Global Search.
SETUP
Home
Create
Get Started with Einstein Bots
Launch an AI-powered bot to automate your digital connections.
Get Started
Mobile Publisher
Use the Mobile Publisher to create your own branded mobile app.
Learn More
Most Recently Used
10 items
NAME
TYPE
OBJECT
John Teddy
User
User
https://dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/DataManagementDataImporter/home
3:15 PM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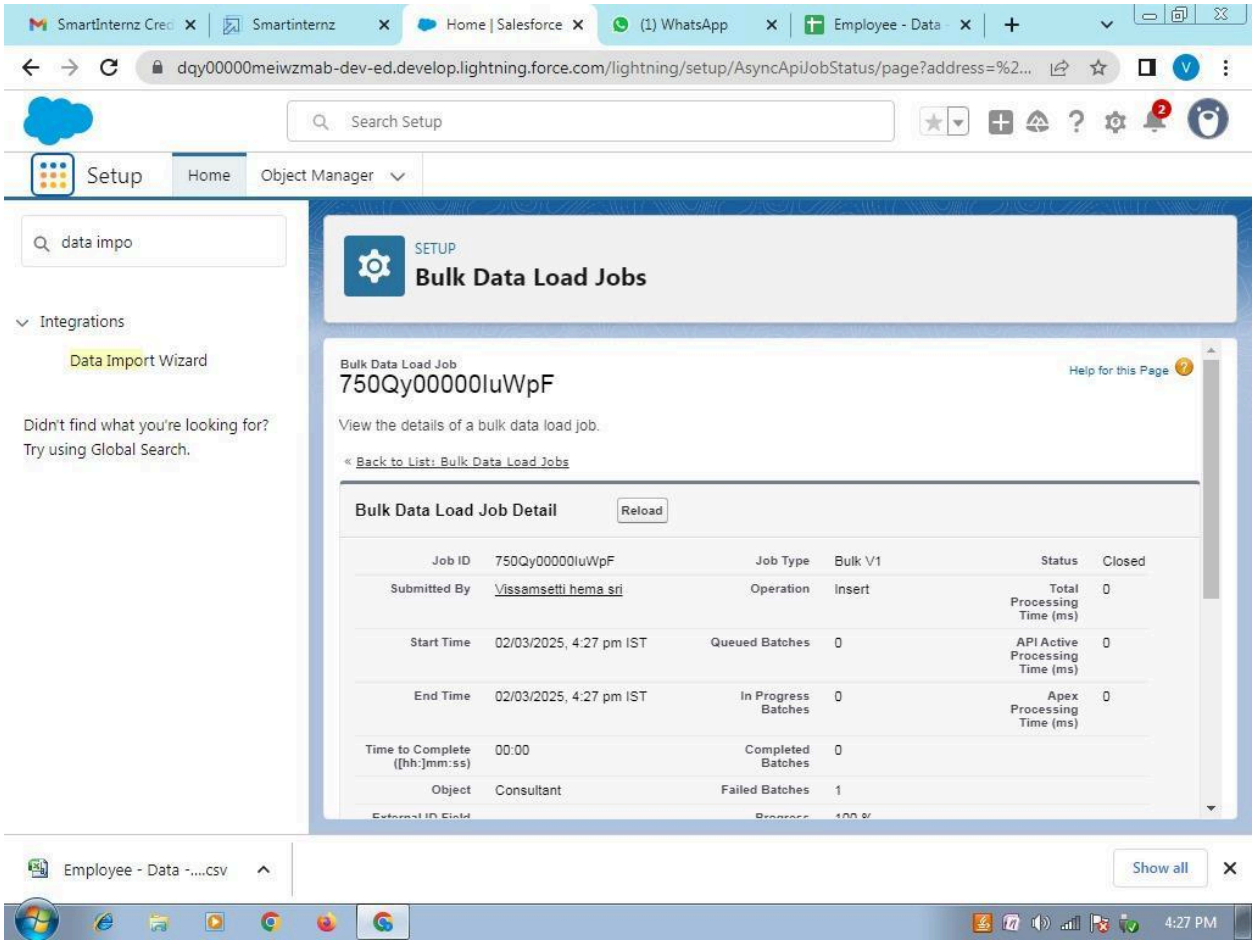
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Our Customer
Nagasurya
New Contact
Edit
New Opportunity
Related
Details
Our Customer Name
Nagasurya
Owner
Vissamsetti hema sri
Customer id
1
Mobile Number
7680818205
Email id
nagasury@gmail.com
Address
Tanuku
Additional Information
Customer
Created By
Vissamsetti hema sri, 02/03/2025, 3:16 pm
Last Modified By
Vissamsetti hema sri, 02/03/2025, 3:16 pm
3:13 PM


SmartInternz Cred
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Home | Salesforce
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Employee - Data
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Search Setup
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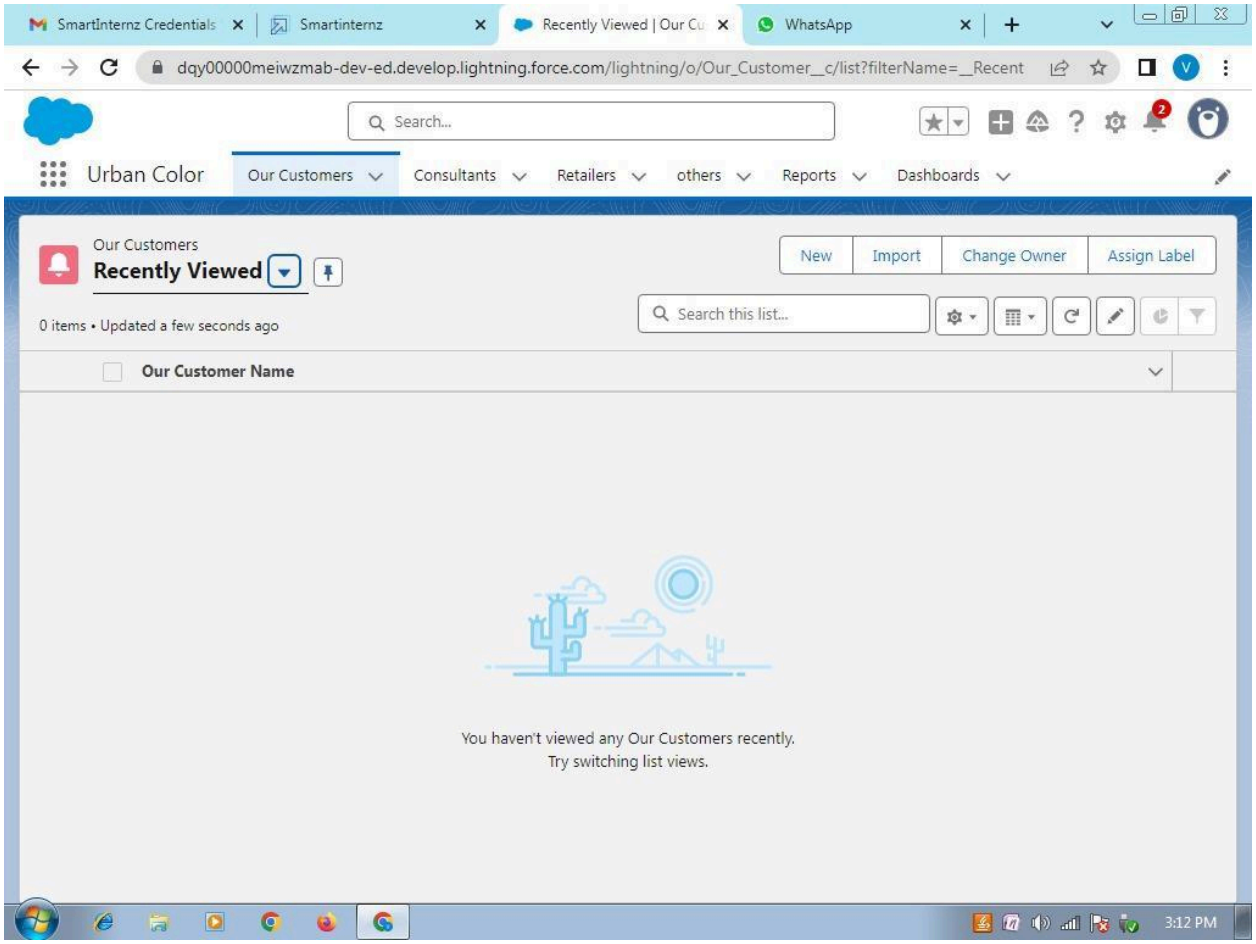
Didn't find what you're looking for?
Try using Global Search.
SETUP
Bulk Data Load Jobs
Bulk Data Load Job
750Qy00000IuWpF
Help for this Page
View the details of a bulk data load job.
« Back to List: Bulk Data Load Jobs
Bulk Data Load Job Detail
Reload
Job ID 750Qy00000IuWpF
Job Type Bulk V1
Status Closed
Submitted By Vissamsetti hema sri
Operation Insert
Total Processing Time (ms) 0
Start Time 02/03/2025, 4:27 pm IST
Queued Batches 0
API Active Processing Time (ms) 0
End Time 02/03/2025, 4:27 pm IST
In Progress Batches 0
Apex Processing Time (ms) 0
Time to Complete ([hh:]mm:ss) 00:00
Completed Batches 0
Object Consultant
Failed Batches 1
Employee - Data -....csv
Show all
4:27 PM


SmartInternz Credentials
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Recently Viewed | Our Cu
WhatsApp
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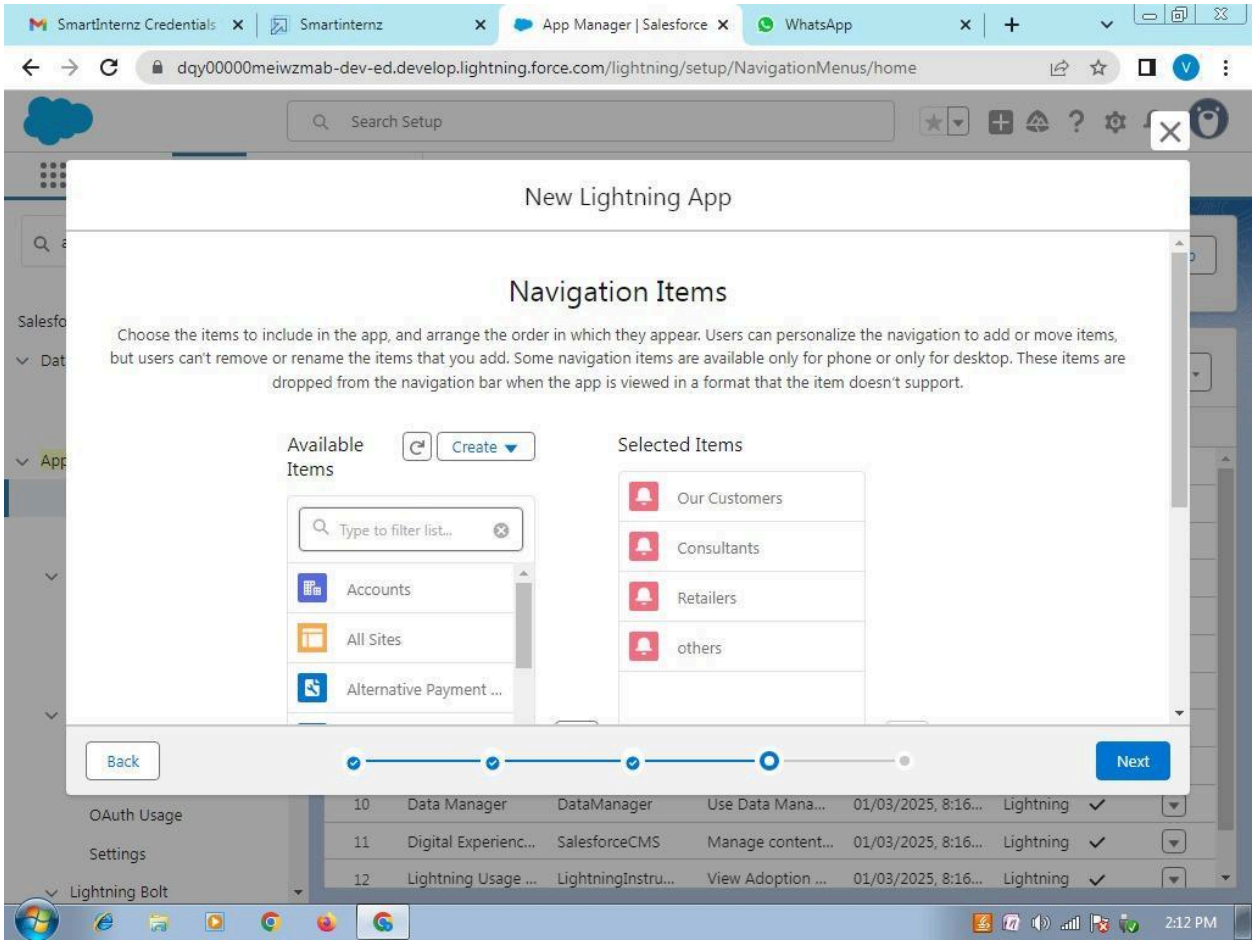
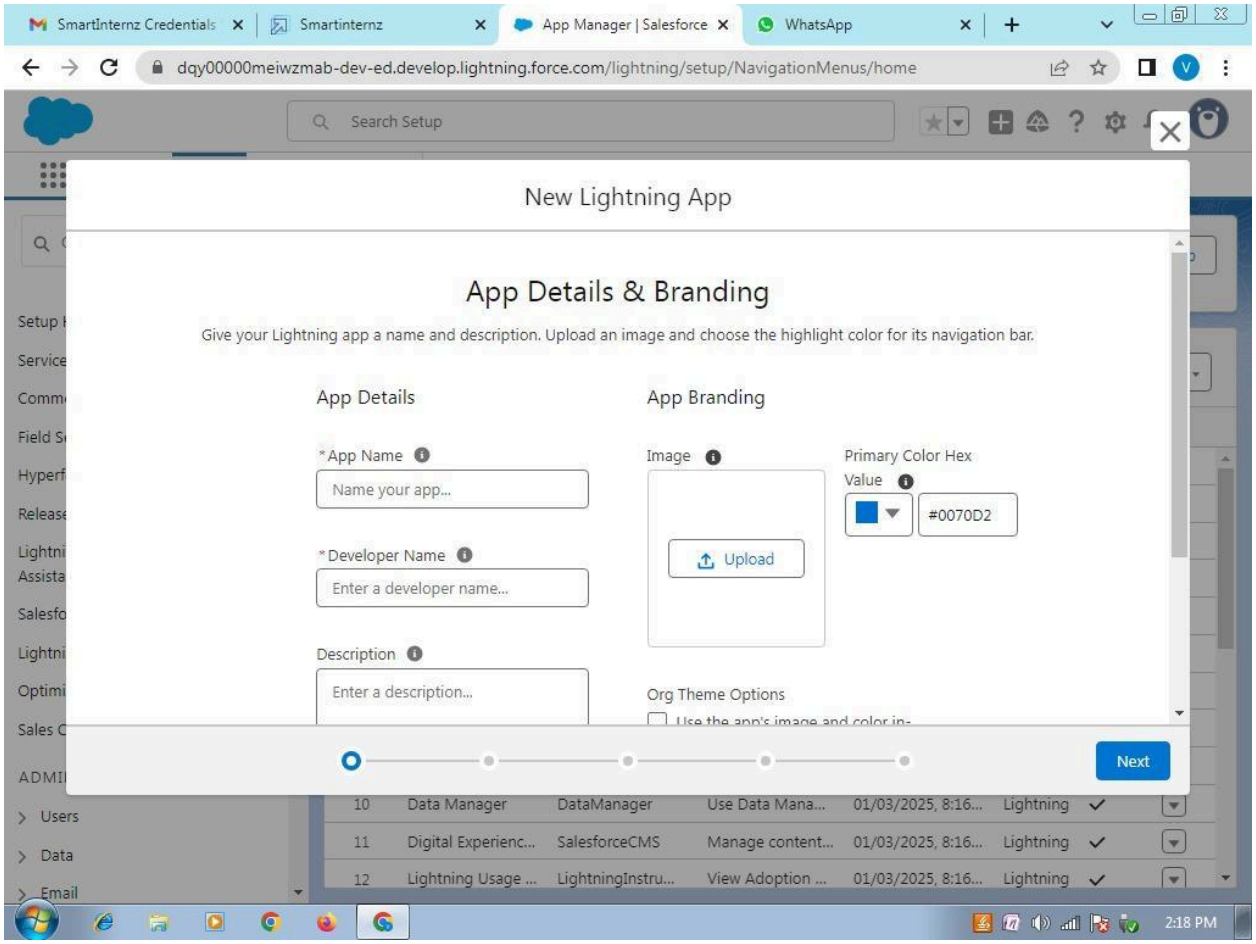
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Our Customers
Recently Viewed
0 items • Updated a few seconds ago
New
Import
Change Owner
Assign Label
Search this list...
Our Customer Name
You haven't viewed any Our Customers recently.
Try switching list views.
3:12 PM


SmartInternz Credentials
Smartinternz
App Manager | Salesforce
WhatsApp
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home
Search Setup
New Lightning App
Navigation Items
Choose the items to include in the app, and arrange the order in which they appear. Users can personalize the navigation to add or move items, but users can't remove or rename the items that you add. Some navigation items are available only for phone or only for desktop. These items are dropped from the navigation bar when the app is viewed in a format that the item doesn't support.
Available Items
Create
Type to filter list...
Accounts
All Sites
Alternative Payment ...
Selected Items
Our Customers
Consultants
Retailers
others
Back
Next
OAuth Usage
Settings
Lightning Bolt
10 Data Manager DataManager Use Data Mana... 01/03/2025, 8:16... Lightning
11 Digital Experienc... SalesforceCMS Manage content... 01/03/2025, 8:16... Lightning
12 Lightning Usage ... LightningInstru... View Adoption ... 01/03/2025, 8:16... Lightning
2:12 PM


SmartInternz Credentials
Smartinternz
App Manager | Salesforce
WhatsApp
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/setup/NavigationMenus/home
Search Setup
New Lightning App
App Details & Branding
Give your Lightning app a name and description. Upload an image and choose the highlight color for its navigation bar.
App Details
App Branding
*App Name
Name your app...
*Developer Name
Enter a developer name...
Description
Enter a description...
Image
Upload
Primary Color Hex Value
#0070D2
Org Theme Options
Next
Setup
Service
Comm
Field S
Hyperf
Release
Lightni
Assista
Salesfo
Lightni
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Sales C
ADMI
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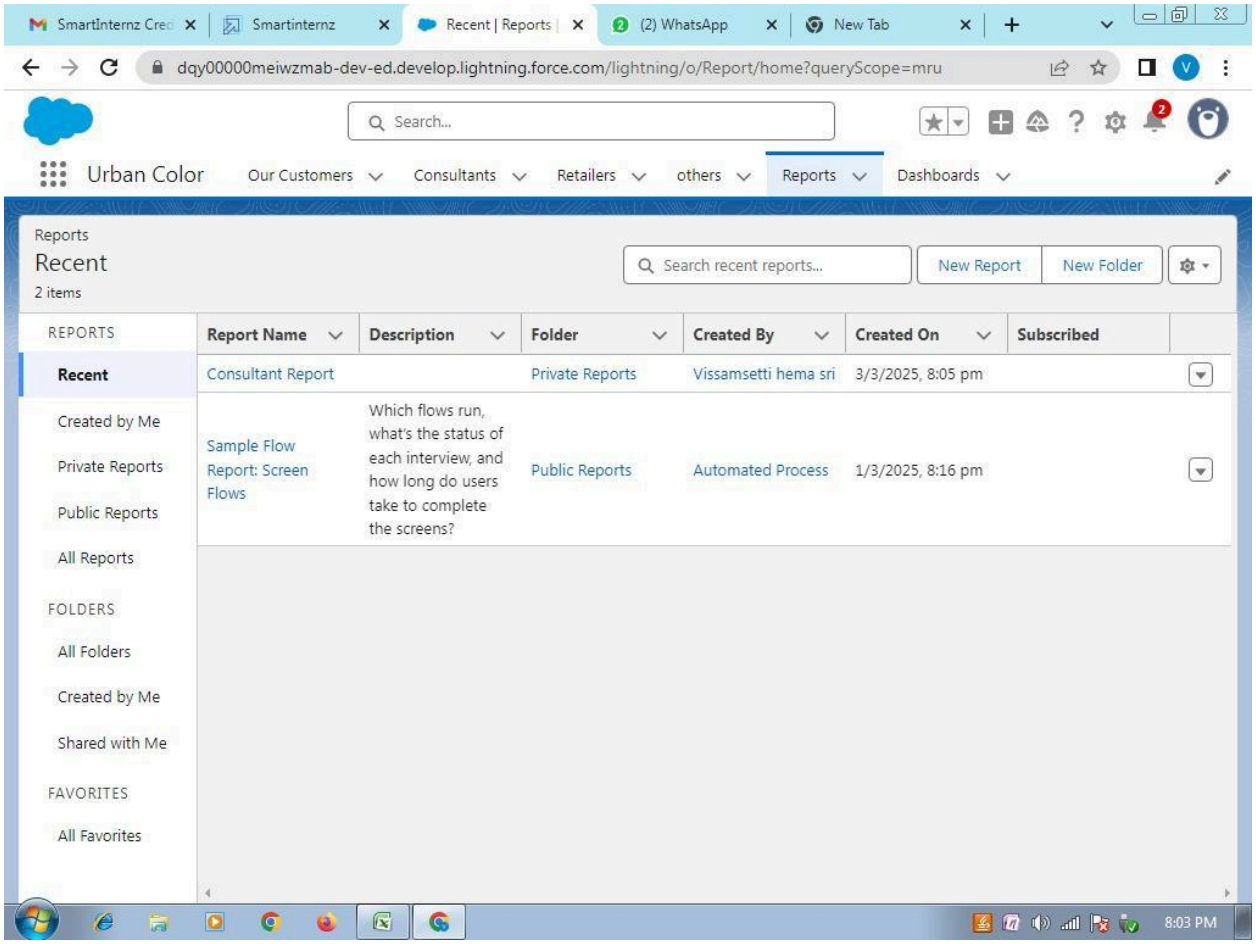
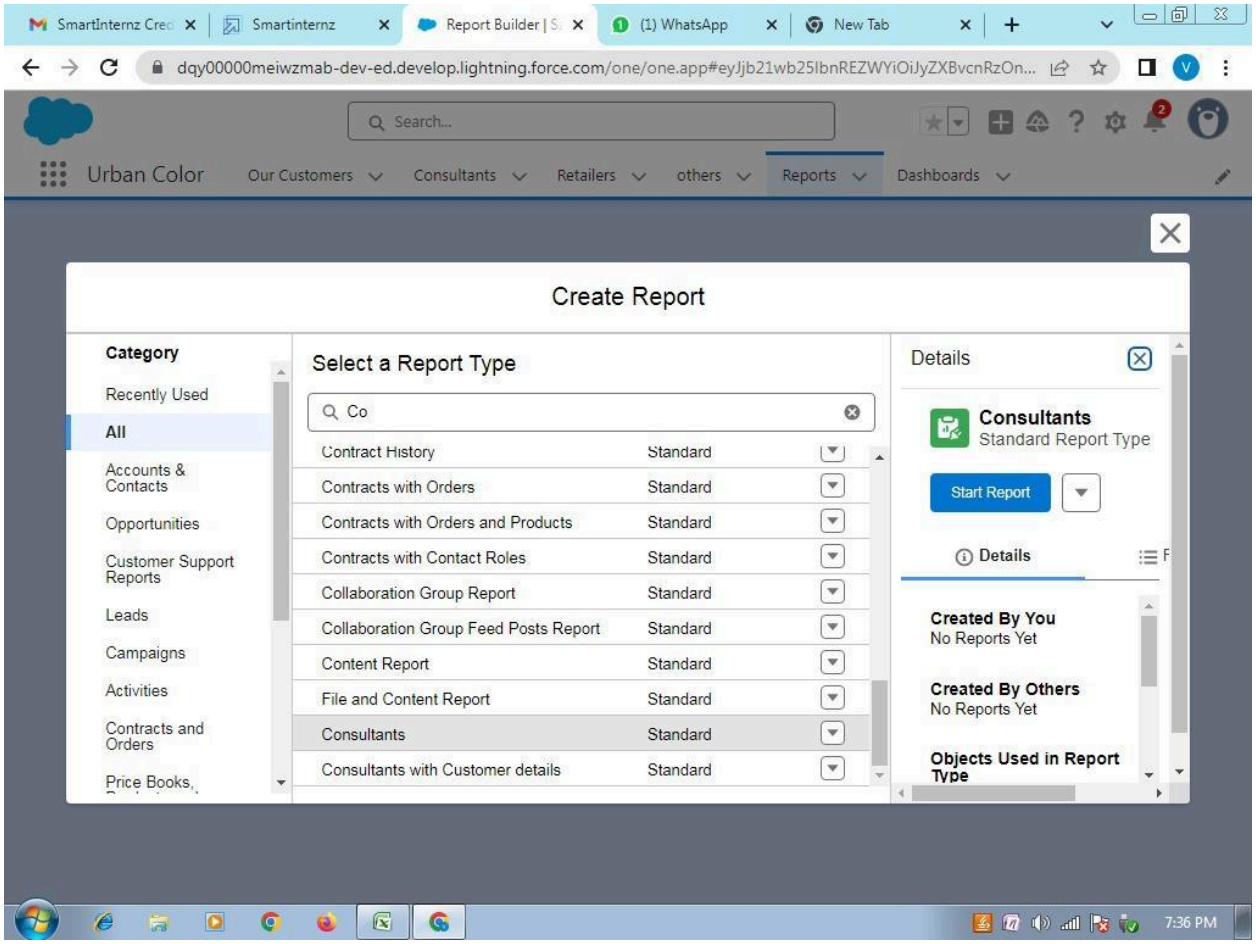
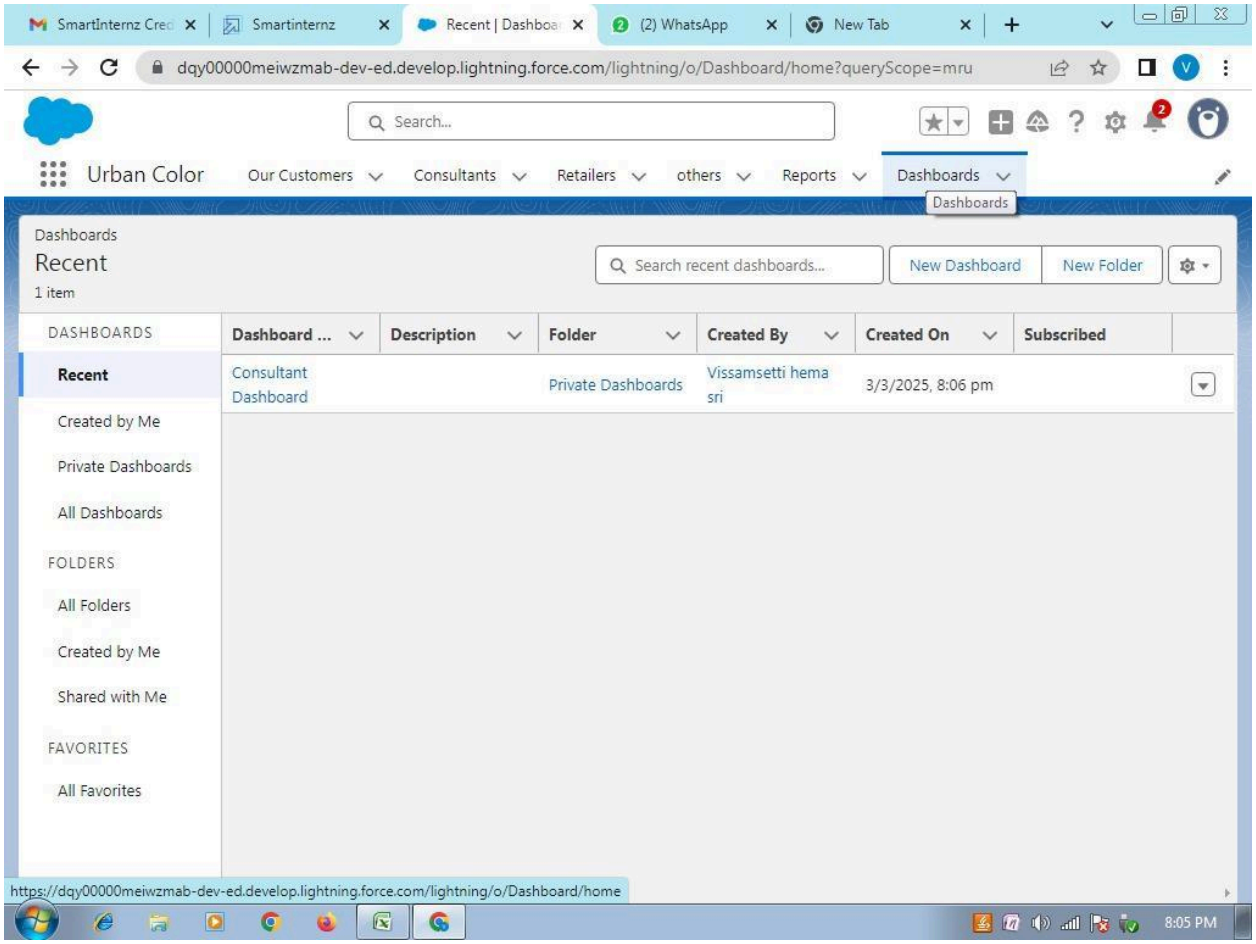
Email
10 Data Manager DataManager Use Data Mana... 01/03/2025, 8:16... Lightning
11 Digital Experienc... SalesforceCMS Manage content... 01/03/2025, 8:16... Lightning
12 Lightning Usage ... LightningInstru... View Adoption ... 01/03/2025, 8:16... Lightning
2:18 PM


Recent | Reports
(2) WhatsApp
New Tab
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/o/Report/home?queryScope=mru
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Reports
Recent
2 items
Search recent reports...
New Report
New Folder
REPORTS
Recent
Created by Me
Private Reports
Public Reports
All Reports
FOLDERS
All Folders
Created by Me
Shared with Me
FAVORITES
All Favorites
Report Name
Description
Folder
Created By
Created On
Subscribed
Consultant Report
Private Reports
Vissamsetti hema sri
3/3/2025, 8:05 pm
Sample Flow Report: Screen Flows
Which flows run, what's the status of each interview, and how long do users take to complete the screens?
Public Reports
Automated Process
1/3/2025, 8:16 pm
8:03 PM


Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Create Report
Category
Recently Used
All
Accounts & Contacts
Opportunities
Customer Support Reports
Leads
Campaigns
Activities
Contracts and Orders
Price Books
Select a Report Type
Co
Contract History Standard
Contracts with Orders Standard
Contracts with Orders and Products Standard
Contracts with Contact Roles Standard
Collaboration Group Report Standard
Collaboration Group Feed Posts Report Standard
Content Report Standard
File and Content Report Standard
Consultants Standard
Consultants with Customer details Standard
Details
Consultants
Standard Report Type
Start Report
Details
Created By You
No Reports Yet
Created By Others
No Reports Yet
Objects Used in Report Type
7:36 PM


SmartInternz Cred
Smartinternz
Recent | Dashboa
(2) WhatsApp
New Tab
dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/o/Dashboard/home?queryScope=mru
Search...
Urban Color
Our Customers
Consultants
Retailers
others
Reports
Dashboards
Dashboards
Dashboards
Recent
1 item
Search recent dashboards...
New Dashboard
New Folder
DASHBOARDS
Recent
Created by Me
Private Dashboards
All Dashboards
FOLDERS
All Folders
Created by Me
Shared with Me
FAVORITES
All Favorites
Dashboard ...
Description
Folder
Created By
Created On
Subscribed
Consultant Dashboard
Private Dashboards
Vissamsetti hema sri
3/3/2025, 8:06 pm
https://dqy00000meiwzmab-dev-ed.develop.lightning.force.com/lightning/o/Dashboard/home
8:05 PM

Key takeaways

- **Understand the market**: Know your target market, competitors, and regulatory landscape
- **Manage inventory**: Use a database to track inventory and reduce paperwork
- **Optimize storage**: Ensure products are stored in the right space, temperature, and containers
- **Implement security**: Use CCTV cameras and other security measures to protect your inventory
- **Use technology**: Use Warehouse Management Systems (WMS) to improve efficiency
- **Monitor trends**: Track consumer demand to prevent overstock and long-term storage
- **Market effectively**: Promote your brand and drive sales

Conclusion :

In my point of view,the implementation of Salesforce is a complex process

that requires careful planning, execution, and testing. Throughout this project, we have outlined the key steps involved in implementing Salesforce, including requirements gathering, solution design, testing and validation, and deployment.

We have also identified key scenarios addressed by Salesforce in the implementation process, including sales, marketing, service, commerce, analytics, and integration scenarios.

By following the steps outlined in this project and addressing the key scenarios, organizations can ensure a successful Salesforce implementation that meets their business needs and drives user adoption.