Project Report Template

- **INTRODUCTION**

  - Overview

    The project is good knowledge for all the students.This project is
    is usefull one.
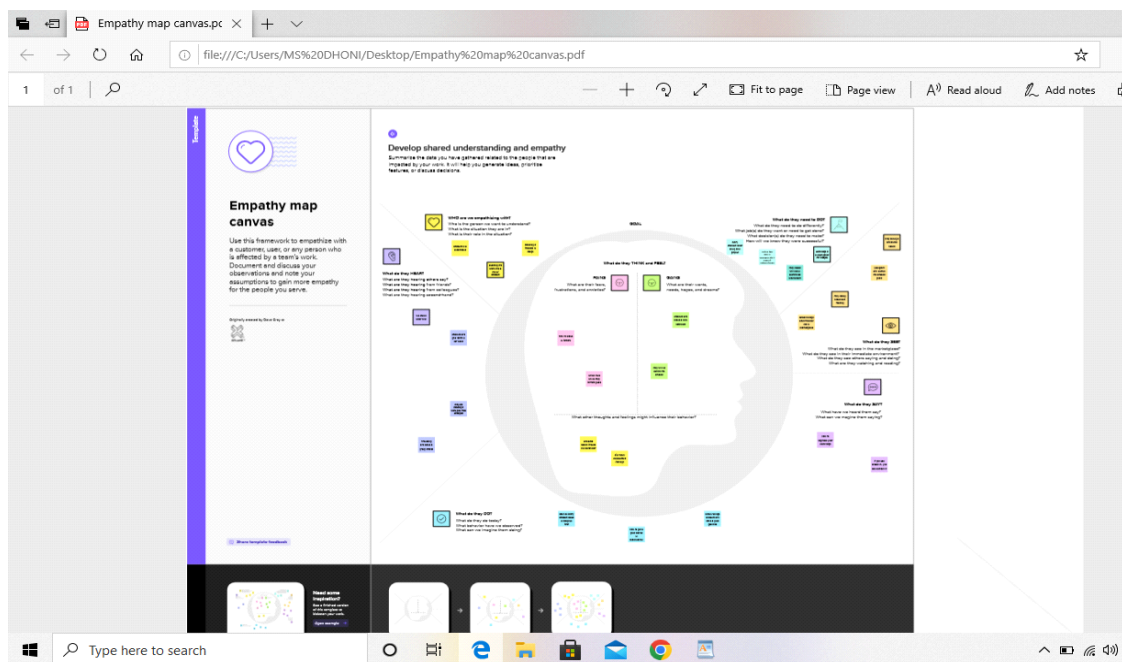
  - Purpose

    A CRM can help schools track and manage leads, providing a
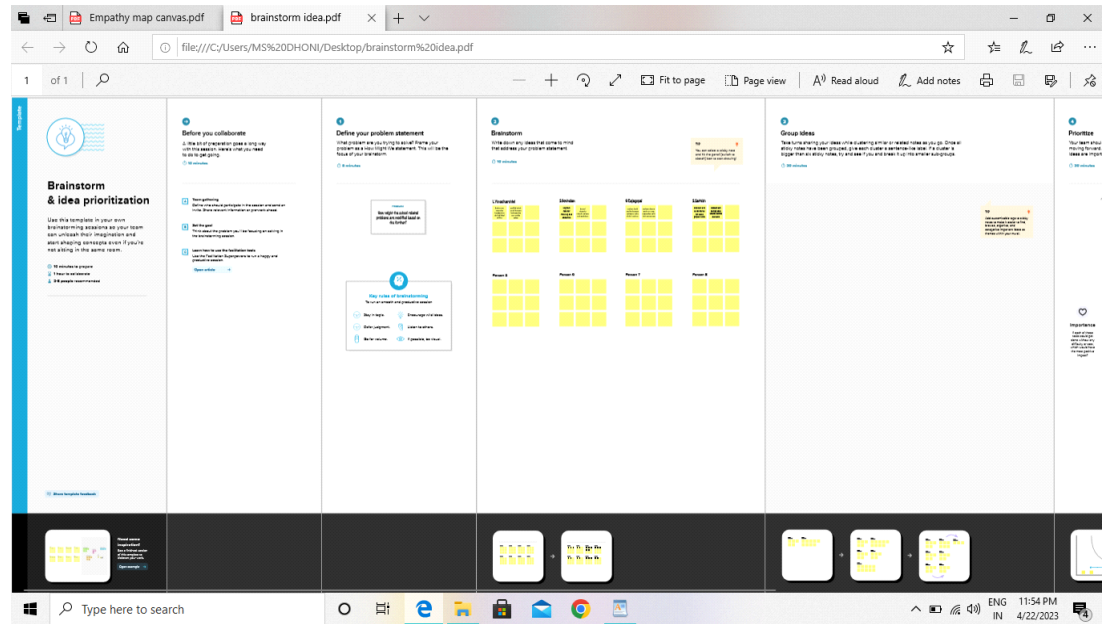
    centralised database of prospective students.

    The use of this project. What can be achieved using this. **2 Problem**
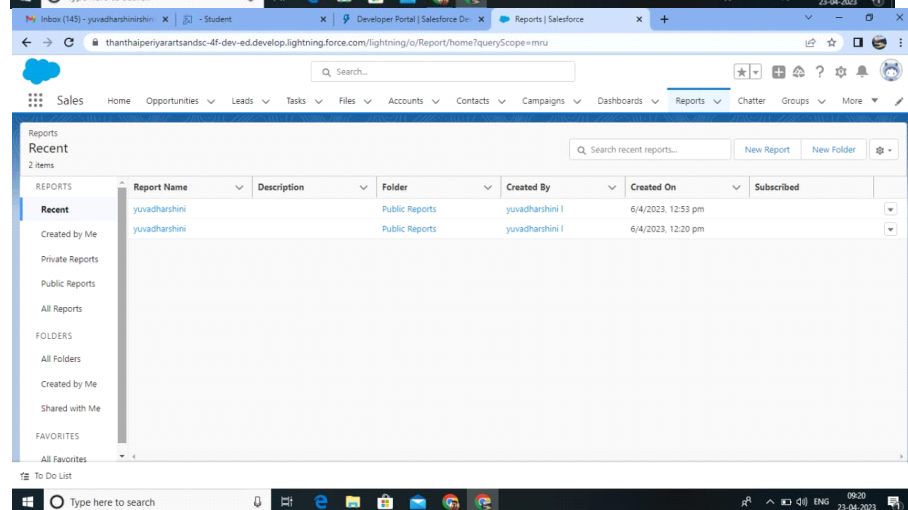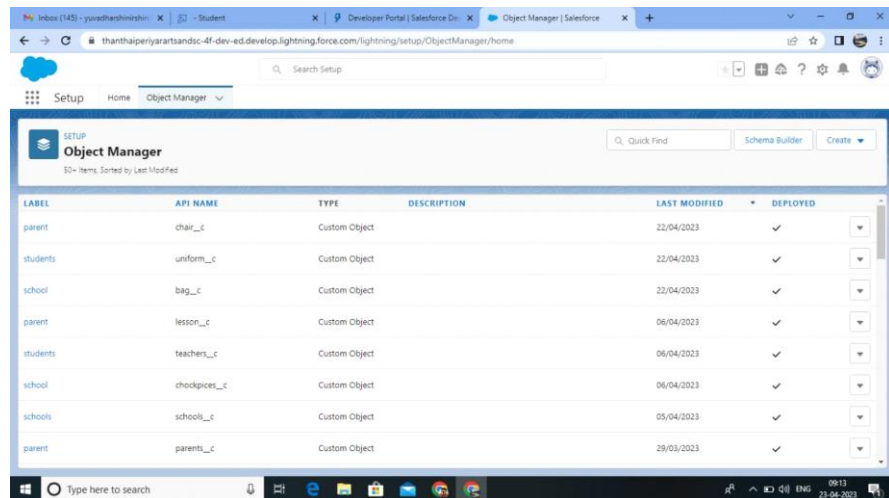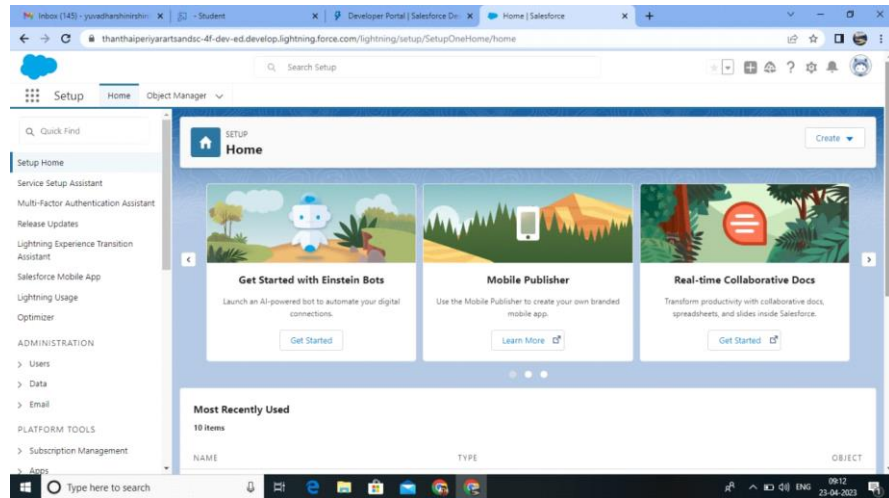
Definition & Design Thinking

2.1 Empathy Map

2.2 Ideation & Brainstorming Map

- **RESULT**

- Data Model:

Object name	Fields in the Object	
school		
	Field label	Data type
	Adress	Text Area
	Distict	Text Area
	State	Text Area
	school Websites	Text Area
	phone Number	Phono
	Number of Students	Roll-up summary
	Highest Marts	Roll-up summary
student		
	Field label	Data type
	Phone Number	Phone
	School	Master-Detail Relationship
	Result	Picklist
	Class	Number
	Marks	Number
parent		
	Field label	Data type
	Parent Adress	Text Area
	Parent Number	Phone

- **Activity & Screenshot**

- **Trailhead Profile Public URL**

Team Lead - HYPERLINK
"https://trailblazer.me/id/hgahlot3"https://trailblazer.me/id/yuval41
Team Member 1 - https://trailblazer.me/id/rajag66
Team Member 2 - https://trailblazer.me/id/saths53
Team Member 3 – https://trailblazer.me/id/govis6

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- **ADVANTAGES**

   CRM for higher educational institutions are customer relationship

   managemend systems.

   They include other functions for optimizing business processes- you

   can find everything you need.

   DISADVANTAGES

   Loss of collected information or records

   Not suitable for every business

   Can be accessed by the third party

- **APPLICATIONS**

   Application Management.

   Digitise your entire application process.

- **CONCLUSION**

   This CRM system is implemented in the educational process of a school and
   undergoes initial testing.

- **FUTURE SCOPE**

  Future CRM systems will allow businesses to interact with customers via email,phone,social media,and other channels