

# Software Requirements Specification (SRS) for Career Credentials LMS & CRM System

## 1. Introduction

### 1.1 Purpose

The purpose of this document is to define the requirements for a custom Learning Management System (LMS) and Customer Relationship Management (CRM) platform for **Career Credentials**, a technical training and placement company. The system aims to centralize lead tracking, student progress monitoring, session scheduling, content delivery, and test management.

### 1.2 Scope

The system will provide a single platform for the administrator (Amar Panchal/Trainer) and students (Freshers/Trainees) to interact, manage content, monitor progress, schedule activities, and track placement outcomes.

### 1.3 User Roles

Role	Description
Admin/Trainer	Primary user (Amar Panchal) responsible for content creation, scheduling, lead management, progress monitoring, test evaluation, and system configuration.

<b>Student/Trainee</b>	Users enrolled in courses who will consume content, book sessions, track their progress, and take tests.
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## 2. Core Functional Modules

The system will be organized into distinct, interconnected modules to cover all required functionalities.

### 2.1 Lead and CRM Module (Your Requirement: Track Leads)

ID	Feature	Description
CRM-01	Lead Capture	Ability to ingest leads from the website ( <a href="https://amarpanchal.in/">https://amarpanchal.in/</a> ) and social media links (LinkedIn, Instagram, Facebook, etc.).
CRM-02	Lead Status Tracking	Customizable lead stages (e.g., New, Contacted, Demo Scheduled, Converted to Student, Lost).
CRM-03	Communication Log	Log all communications (calls, emails, WhatsApp) with a lead or student.
CRM-04	Conversion Workflow	Seamless process to convert a qualified lead into an enrolled student, automatically creating a Student Profile.

## 2.2 Student Management & Progress Module (Your Requirements: Track Student Progress, What is Covered, What is Left)

ID	Feature	Description
SM-01	Student Profile	Comprehensive profile including personal details, course enrolled, payment status, batch assignment, and placement status.
SM-02	Progress Dashboard	A visual dashboard for the Admin/Trainer to see each student's completion percentage (Modules Covered / Total Modules) and a drill-down of pending topics/lessons.
SM-03	Content Mapping	Ability to map course modules (e.g., 'Core Java', 'SQL') to specific video lectures, notes, assignments, and tests.
SM-04	Auto-Progress Tracking	Automated marking of lessons as 'Completed' upon a student watching a video, downloading a resource, or submitting an assignment.
SM-05	Student Self-Service	A personalized dashboard for the student to view their own progress, upcoming schedule, and content library.

## 2.3 Scheduling and Session Booking Module (Your Requirement: Student Can Book My Session, I Can Schedule Test)

| ID | Feature | Description |

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| SCH-01 | Trainer Availability | Admin/Trainer can set up recurring and one-off availability slots (e.g., 1-on-1 Mentorship, Group Doubts Session). |

| SCH-02 | Student Booking Interface | Students can view the Trainer's available slots and book a session, which is then blocked on a shared calendar. |

| SCH-03 | Automated Reminders | Email/SMS notifications for both Trainer and Student for upcoming sessions and tests (24 hours and 1 hour prior). |

| SCH-04 | Test Scheduling | Trainer can schedule a specific test (from the Content Module) for a single student, a group, or an entire batch. |

| SCH-05 | Integrated Calendar | A centralized calendar view for the Trainer showing all scheduled sessions and tests. |

## 2.4 Test and Assessment Module (Your Requirement: I Can Schedule that Test)

ID	Feature	Description
TEST-01	Question Bank Management	Creation and categorization of questions (MCQ, Coding, Subjective) by topic/difficulty level.
TEST-02	Test Creation Tool	Ability to rapidly assemble a test by selecting questions from the bank or creating new ones.
TEST-03	Automated Grading	Instant grading for MCQ and automated coding problems (if using an integrated judge).

<b>TEST-04</b>	Performance Analysis	Detailed report on student's test scores, topic-wise strengths/weaknesses, and time taken.
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### 3. Proposed Value-Add Modules (Based on Software Professional Understanding)

These modules are highly recommended to leverage your specific value proposition (placement training for freshers).

#### 3.1 Content and Curriculum Management Module (LMS Core)

ID	Feature	Rationale
<b>CCM-01</b>	Course Structure Builder	Drag-and-drop interface to create and organize courses into Modules, Chapters, and Lessons.
<b>CCM-02</b>	Resource Upload	Secure storage and streaming for video lectures (e.g., from your YouTube channel: @amar.career), PDF notes, and downloadable code files.
<b>CCM-03</b>	Version Control	Ability to update course material (e.g., for a new technology version) without disrupting old batches.

### 3.2 Placement Tracking & Reporting Module (Highly Beneficial for Career Credentials)

ID	Feature	Rationale
PT-01	Resume/Portfolio Builder	Templates and guidance for students to build a placement-ready resume, which can be reviewed and approved by the Trainer.
PT-02	Interview Preparation Log	Dedicated section for students to log Mock Interviews (Admin can log results) and track company-specific preparation tasks.
PT-03	Placement Status Tracker	Track each student's job application status (Applied, Interviewing, Offer Received, Joined) and company details. <i>This data will be crucial for testimonials and marketing.</i>

### 3.3 Communication and Feedback Module

ID	Feature	Rationale
COM-01	Announcement System	Bulk communication feature to send alerts (via Email/SMS) to all students, a specific batch, or a single student.

<b>COM-02</b>	Direct Messaging	In-app chat feature between Student and Trainer for quick doubts and clarifications.
<b>COM-03</b>	Session Feedback	Automated collection of feedback from students after a session or a course completion.

## 4. Technical and Non-Functional Requirements

These requirements ensure the system is reliable, secure, and user-friendly.

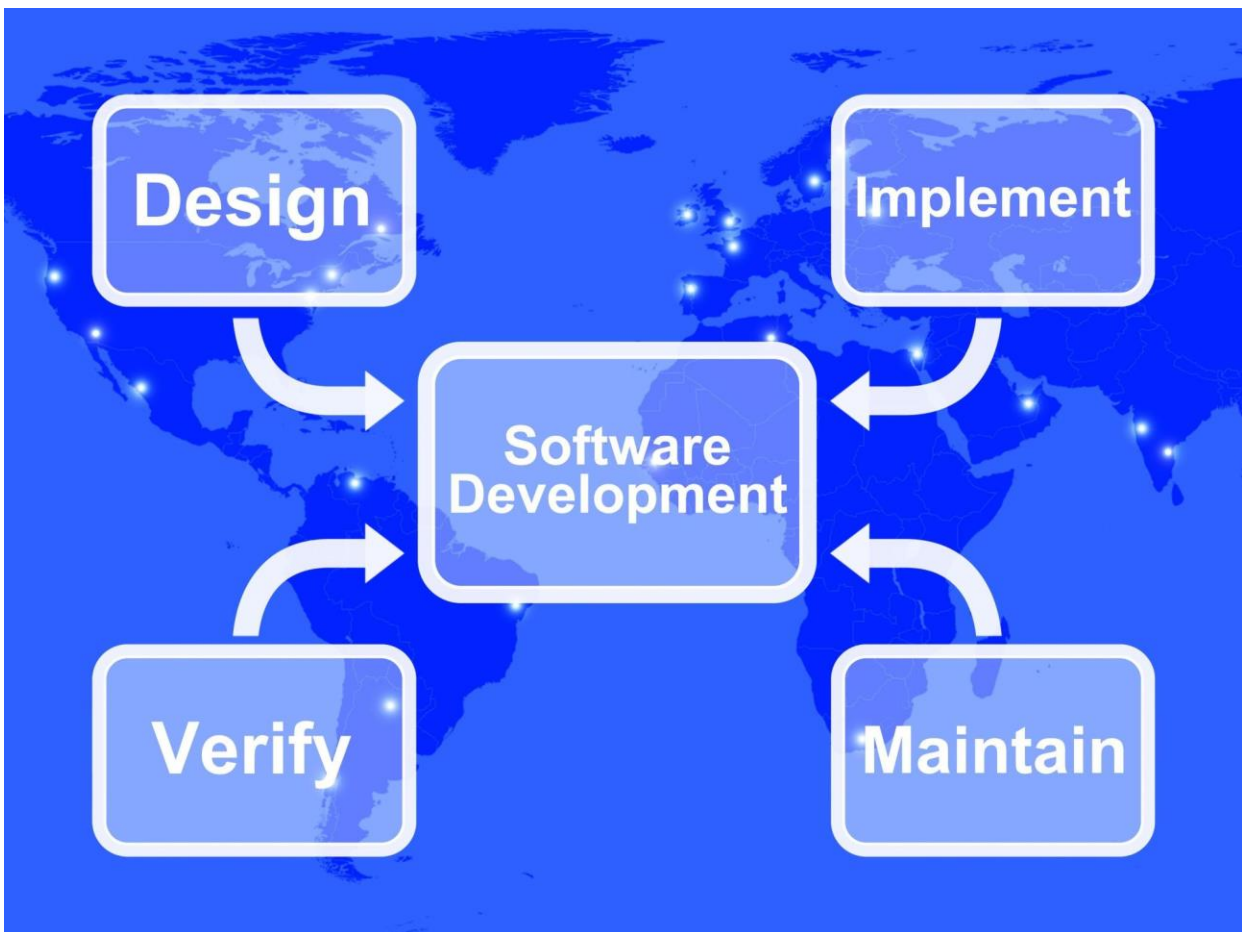
<b>ID</b>	<b>Requirement</b>	<b>Description</b>
<b>NFR-01</b>	Security	Role-based access control (RBAC) to ensure students can only view their data. Secure storage of personal data.
<b>NFR-02</b>	Scalability	System must be designed to handle a growing number of concurrent users (students and leads).
<b>NFR-03</b>	Usability	Intuitive and mobile-responsive interface for both Admin/Trainer and Student roles.
<b>NFR-04</b>	Integration	Potential integration points with Google Calendar (for scheduling), Payment Gateway (for fee collection), and SMS Gateway (for reminders).

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## 5. Data Migration (Initial Setup)

The developer will need to plan for the initial import of existing student records, contact lists (using your contact number: 9821601163), and current training material/curriculum.

I suggest beginning the development with the **Student Management & Progress Module** and the **Scheduling Module** as they address your most immediate operational needs. Good luck with the development!



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That sounds like an ideal solution to scale up your technical training and placement business, Career Credentials! Given your 17 years of experience and focus on freshers, a combined **Learning Management System (LMS) and CRM/Placement System** will be highly beneficial.



As a software professional, I have created a detailed **Software Requirements Specification (SRS) outline** for your developer. This document clearly structures your needs into functional modules, ensuring all your requirements—from lead tracking to session booking and progress monitoring—are met. I have also added highly relevant modules to leverage your placement expertise.

Here is the documentation for your developer:

# Software Requirements Specification (SRS) for Career Credentials LMS & Placement System

## 1. Introduction

### 1.1 Purpose

The purpose of this document is to define the requirements for a custom, integrated platform that combines an **LMS, CRM, and Placement Management System** for **Career Credentials**. The system's primary goal is to centralize operations, track lead nurturing, monitor student technical progress, facilitate session scheduling, and manage placement activities.

### 1.2 User Roles

Role	Description	Core Focus
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<b>Admin/Trainer</b>	Primary user (Amar Panchal) responsible for content, curriculum, scheduling, lead conversion, and placement reporting.	Management & Delivery
<b>Student/Trainee</b>	Freshers/Trainees enrolled in courses who consume content, book 1-on-1 sessions, take assessments, and track their placement journey.	Learning & Progress

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## 2. Core Functional Modules (Your Requirements)

This section covers the explicit functionalities you requested.

### 2.1 CRM & Lead Tracking Module (Requirement: Track Leads)

ID	Feature	Description
<b>CRM-01</b>	Lead Capture	System must allow manual entry and potential integration (via API/forms) to capture leads from your website ( <a href="https://amarpanchal.in/">https://amarpanchal.in/</a> ) and social media channels.
<b>CRM-02</b>	Lead Status Workflow	Customizable stages (e.g., <b>New, Contacted, Demo Attended, Converted, Lost</b> ). Trainer can update the status and log notes on interactions.

<b>CRM-03</b>	Lead-to-Student Conversion	A one-click action to convert a Lead into an enrolled Student, migrating all existing notes and contact information.
<b>CRM-04</b>	Communication Log	Centralized log for all lead/student communication history (calls, emails, notes). Trainer contact number (9821601163) should be visible for quick reference.

## 2.2 Student Management & Progress Module (Requirements: Track Progress, What is Covered, What is Left)

<b>ID</b>	<b>Feature</b>	<b>Description</b>
<b>SM-01</b>	<b>Progress Dashboard (Trainer View)</b>	A high-level, visual dashboard showing the completion percentage of each student ( <b>Modules Covered / Total Modules</b> ), their last login, and upcoming scheduled tests/sessions.
<b>SM-02</b>	Detailed Progress Log	Drill-down view of each course/module, detailing: 1. <b>Content Covered</b> (lessons/videos marked complete). 2. <b>Content Left</b> (pending lessons/assignments/tests).

<b>SM-03</b>	Course Enrollment	Trainer can assign one or more courses to a student with a specific start and end date.
<b>SM-04</b>	Student Self-Service Portal	A personalized view for the student to track their own progress, view upcoming sessions, test results, and content.

### 2.3 Scheduling & Booking Module (Requirements: Student Can Book My Session, I Can Schedule Test)

<b>ID</b>	<b>Feature</b>	<b>Description</b>
<b>SCH-01</b>	Trainer Availability Setup	Trainer can define recurring weekly availability blocks (e.g., Tuesdays 7 PM - 9 PM for 1-on-1s).
<b>SCH-02</b>	Student Session Booking	Students can view only the <b>available</b> slots and book a session (e.g., <i>Doubt Clearing</i> , <i>Code Review</i> ). Booking confirmation should trigger an email to both parties.
<b>SCH-03</b>	Test Assignment & Scheduling	Trainer can select a test (from the <b>Assessment Module</b> ) and assign it to a single student, multiple students, or an entire batch with a specific start date/time and deadline.

<b>SCH-04</b>	Calendar Integration	Two-way sync with an external calendar (e.g., Google Calendar) for both Trainer's sessions and scheduled tests.
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### 3. Value-Add Modules (Professional Recommendation)

These modules are essential for a complete, high-value training and placement system, leveraging your expertise in placement training.

#### 3.1 Content & Assessment Module (LMS Core)

<b>ID</b>	<b>Feature</b>	<b>Rationale</b>
<b>LMS-01</b>	Course Structure Builder	Interface to create and organize the coding/placement content hierarchically (e.g., Course $\rightarrow$ Module $\rightarrow$ Chapter $\rightarrow$ Lesson).
<b>LMS-02</b>	Media Integration	Support embedding/linking of videos (e.g., from your YouTube channel: @amar.career), documents, and downloadable code.
<b>LMS-03</b>	Question Bank Management	Centralized repository for questions (MCQ, Coding challenges, Subjective), tagged by Topic, Difficulty, and Course.

<b>LMS-04</b>	Test Creation Tool	Dynamic tool to create a test by selecting specific questions from the bank and setting parameters (time limit, randomization, grading scale).
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### 3.2 Placement & Career Module (Crucial for Placement Experts)

<b>ID</b>	<b>Feature</b>	<b>Rationale</b>
<b>PLM-01</b>	Resume & Portfolio Builder	Guided templates for students to create an industry-standard resume/portfolio, which the Trainer can approve/reject.
<b>PLM-02</b>	Mock Interview & Feedback Log	Dedicated section for the Trainer to record outcomes of mock interviews (Technical, HR, GD) and provide structured, score-based feedback to the student.
<b>PLM-03</b>	<b>Placement Status Tracker</b>	The most crucial module. Track each student's ultimate placement outcome: <b>Company Name, CTC, Date of Offer,</b> and <b>Status</b> (Placed/Seeking). <i>This data is your KPI and marketing asset.</i>

<b>PLM-04</b>	Company/Recruiter Database	A CRM-like list for the Trainer to manage company contacts, track which companies hired which students, and manage future outreach.
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## 4. Technical and Non-Functional Requirements

ID	Requirement	Detail
<b>NFR-01</b>	Security	Role-Based Access Control (RBAC): Students can only access their data and enrolled courses. All data transmission must be secure (SSL/HTTPS).
<b>NFR-02</b>	Scalability	The system must be able to efficiently handle at least 500 active students and a large volume of content and assessment data.
<b>NFR-03</b>	Usability (UX/UI)	Both the Admin and Student interfaces must be intuitive, fast-loading, and mobile-responsive (access from any device).
<b>NFR-04</b>	Data Migration Plan	A plan is required to migrate your existing student data and content into the new system during setup.

This SRS should provide your developer with a clear and structured blueprint for building your custom-tailored platform. I recommend prioritizing the **Student Management & Progress Module** and the **Scheduling Module** for the initial MVP (Minimum Viable Product).