

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.

Student/Trainee	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 (https://amarpanchal.in/) 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).

TEST-04	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
CCM-01	Course Structure Builder	Drag-and-drop interface to create and organize courses into Modules, Chapters, and Lessons.
CCM-02	Resource Upload	Secure storage and streaming for video lectures (e.g., from your YouTube channel: @amar.career), PDF notes, and downloadable code files.
CCM-03	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.

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

4. Technical and Non-Functional Requirements

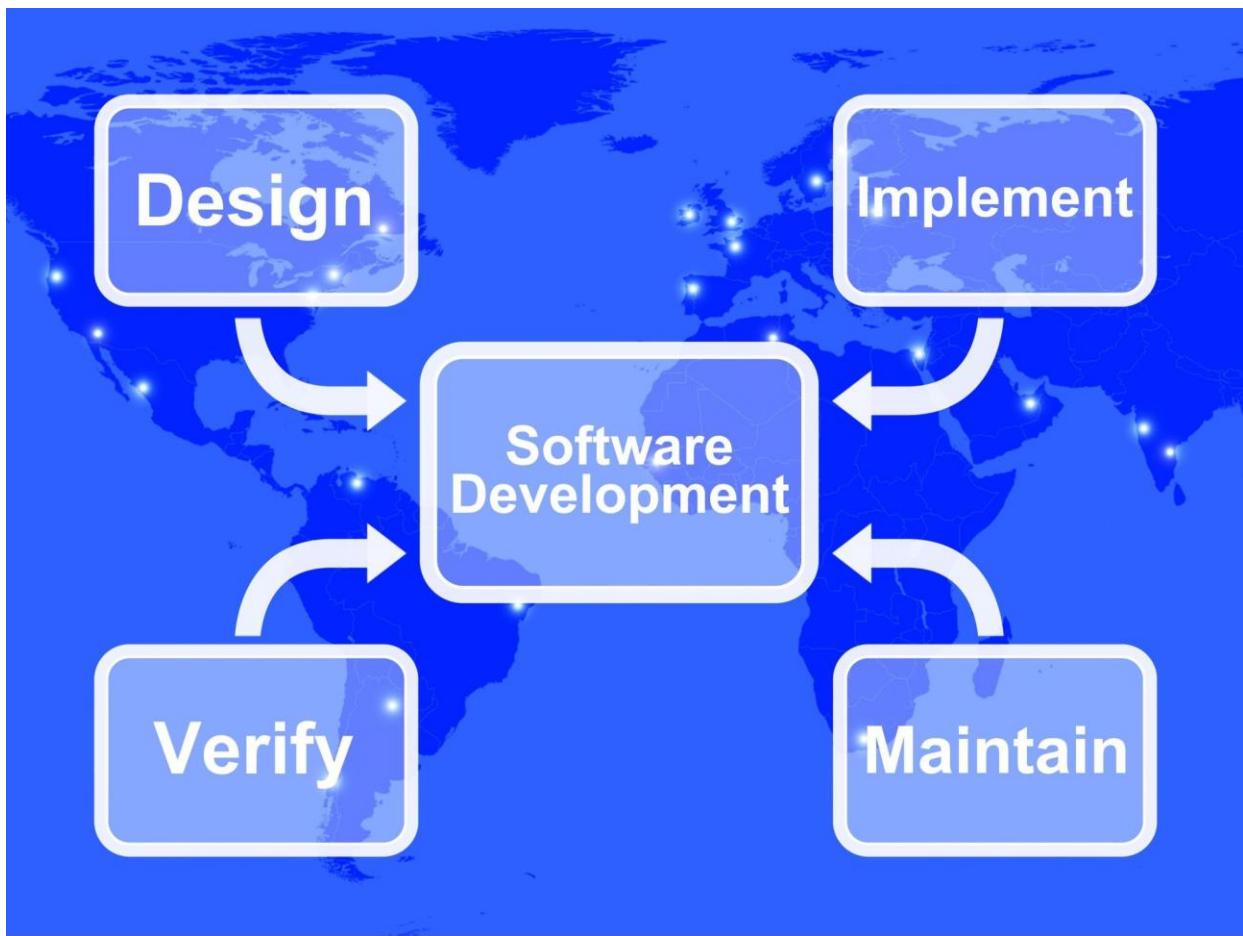
These requirements ensure the system is reliable, secure, and user-friendly.

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

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

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

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

CRM-03	Lead-to-Student Conversion	A one-click action to convert a Lead into an enrolled Student, migrating all existing notes and contact information.
CRM-04	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)

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

SM-03	Course Enrollment	Trainer can assign one or more courses to a student with a specific start and end date.
SM-04	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) [¶](#)

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

SCH-04	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)

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

LMS-04	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)

ID	Feature	Rationale
PLM-01	Resume & Portfolio Builder	Guided templates for students to create an industry-standard resume/portfolio, which the Trainer can approve/reject.
PLM-02	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.
PLM-03	Placement Status Tracker	The most crucial module. Track each student's ultimate placement outcome: Company Name, CTC, Date of Offer , and Status (Placed/Seeking). <i>This data is your KPI and marketing asset.</i>

PLM-04	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
NFR-01	Security	Role-Based Access Control (RBAC): Students can only access their data and enrolled courses. All data transmission must be secure (SSL/HTTPS).
NFR-02	Scalability	The system must be able to efficiently handle at least 500 active students and a large volume of content and assessment data.
NFR-03	Usability (UX/UI)	Both the Admin and Student interfaces must be intuitive, fast-loading, and mobile-responsive (access from any device).
NFR-04	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).