

Implementing CRM for Result tracking of a candidate with internal marks.

1.INTRODUCTION;

OVERVIEW ;

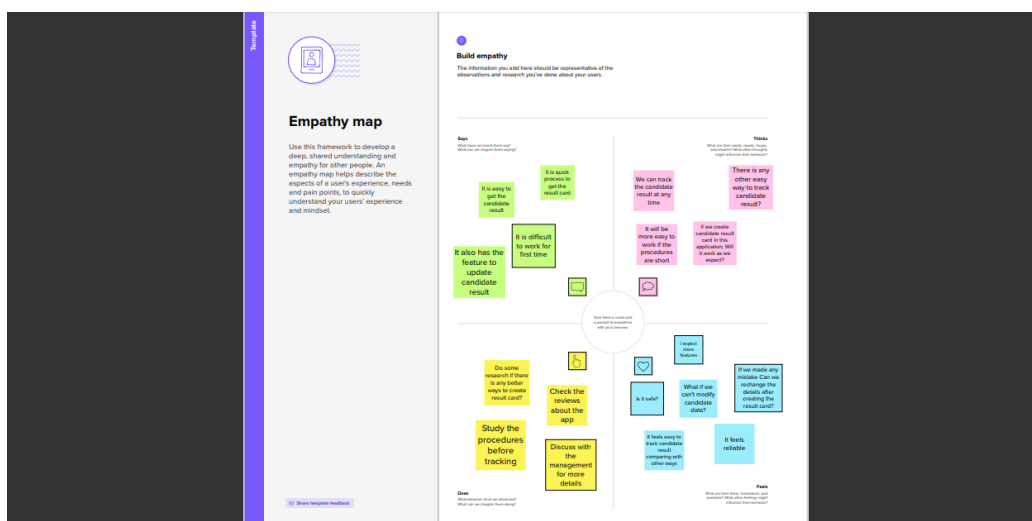
The improved features of CRM software have increased both its complexity and necessity. Nearly half a CRM implementation campaigns suffer from improper preparation and misaligned objectives among internal stakeholders. A properly conceived CRM implementation strategy covers the breakdown of its goals, research, strategy, development and future. This article is for small business owners who want to make sure they are taking the rights steps when implementing a new CRM system.

PURPOSE;

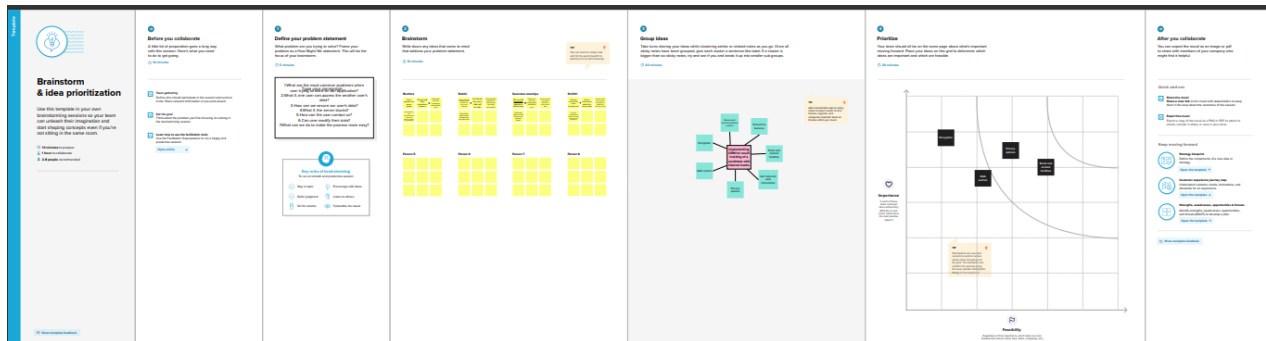
It is save a lot of time. The purpose of the purpose of the project is to manage the school student's result tracking process in the easy way. Students do not need to check the notice board and everyone will stay updated this is the main purpose of this project. Can I work easily. Increase candidate quality

2.PROBLEM DEFINITION & DESIGN THINKING;

EMPATHY MAP ;

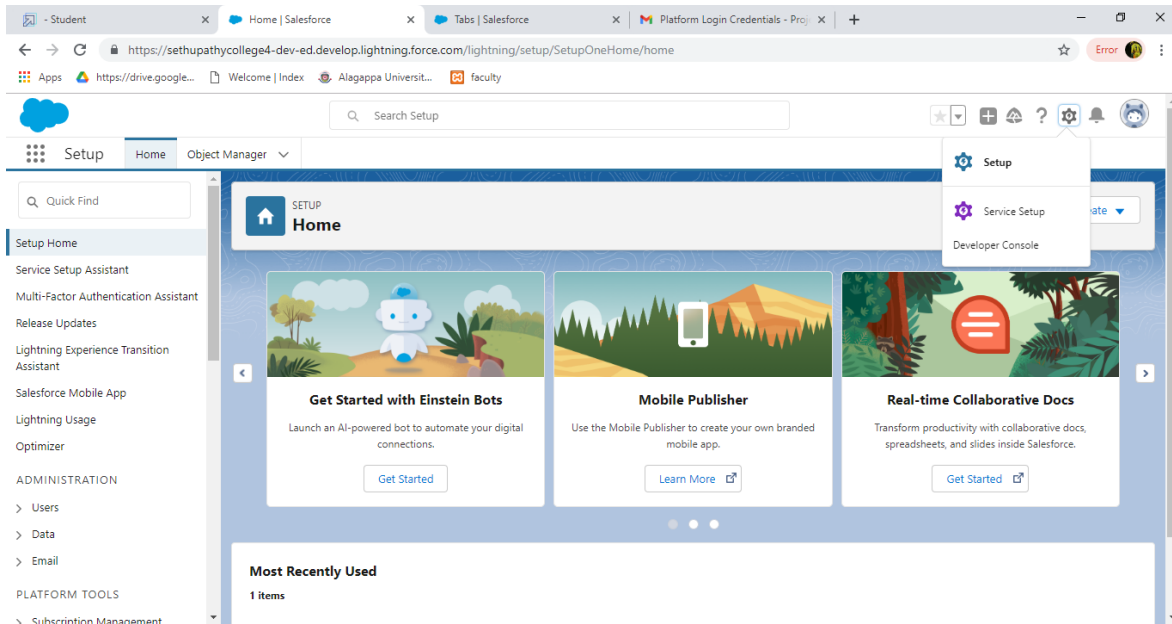


BRAINSTROMING MAP;



3.ACTIVITY & SCREENSHOT

Milestone 1;



Milestone 2;

Object Manager | Salesforce x - Student x Inbox (64) - thamarajalex006@ x +

https://sethupathcollege4-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/home

Apps https://drive.google... Welcome | Index Alagappa Universit... faculty Gmail

Search Setup

Setup Home Object Manager

SETUP Object Manager

Quick Find Schema Builder Create

51 Items, Sorted by Label

Custom Object Custom Object from Spreadsheet

LABEL	API NAME	TYPE	DESCRIPTION	LAST MODIFIED
Account	Account	Standard Object		
Activity	Activity	Standard Object		
Alternative Payment Method	AlternativePaymentMethod	Standard Object		
API Anomaly Event Store	ApiAnomalyEventStore	Standard Object		
Appointment Invitation	AppointmentInvitation	Standard Object		
Appointment Invitee	AppointmentInvitee	Standard Object		
Appointment Topic Time Slot	AppointmentTopicTimeSlot	Standard Object		
Asset	Asset	Standard Object		
Asset Action	AssetAction	Standard Object		
Asset Action Force	AssetActionForce	Standard Object		

Lecturer Detail | Salesforce x - Student x Inbox (64) - thamarajalex006@ x +

https://sethupathcollege4-dev-ed.develop.lightning.force.com/lightning/setup/ObjectManager/015i000001nKl6/FieldsAndRelationships/view

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Search Setup

Setup Home Object Manager

SETUP > OBJECT MANAGER

Lecturer Detail

Details

Fields & Relationships

5 Items, Sorted by Field Label

Quick Find New Deleted Fields Field Dependencies Set History Tracking

FIELD LABEL	FIELD NAME	DATA TYPE	CONTROLLING FIELD	INDEXED
Created By	CreatedById	Lookup(User)		
Last Modified By	LastModifiedById	Lookup(User)		
Lecturer Detail Name	Name	Text(80)		✓
Lecturer Name	Lecturer_Name_c	Text Area(255)		
Owner	OwnerId	Lookup(User,Group)		✓

Milestone 3;

Lightning Experience App Manager

Clone Apps (Beta)

Quickly create new Lightning apps by cloning existing apps. To use the beta feature, indicate that you've read all legal requirements and agree to participate by toggling Enable App Cloning. See additional details and terms in the [Winter '23 release notes](#).

Enable App Cloning ☐ Disabled

22 Items • Sorted by App Name • Filtered by All app menu items - TabSet Type

	App Name	Developer Name	Description	Last Modified	App Type	Visibility
1	All Tabs	AllTabSet		28/04/2023, 11:02 a.m.	Classic	
2	Analytics Studio	Insights	Build CRM Analytics dashboards and apps	28/04/2023, 11:02 a.m.	Classic	✓
3	App Launcher	AppLauncher	App Launcher tabs	28/04/2023, 11:02 a.m.	Classic	✓
4	Bolt Solutions	LightningBolt	Discover and manage business solutions designed for your industry.	28/04/2023, 11:05 a.m.	Lightning	✓
5	Candidate Internal Result Card	Candidate_Internal_Result_Card		29/04/2023, 2:07 pm	Lightning	✓
6	Community	Community	Salesforce CRM Communities	28/04/2023, 11:02 a.m.	Classic	✓
7	Content	Content	Salesforce CRM Content	28/04/2023, 11:02 a.m.	Classic	✓

Milestone 4;

Users

All Users

On this page you can create, view, and manage users.

In addition, download SalesforceA to view and edit user details, reset passwords, and perform other administrative tasks from your mobile devices: [iOS](#) | [Android](#)

View: [All Users](#) | [Edit](#) | [Create New View](#)

A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z | Other | **All**

Action	Full Name	Alias	Username	Role	Active	Profile
Edit	Chatter Expert	Chatter	chatty.00d5i00000cybz0eal.2ja1znqaumbm@chatter.salesforce.com		✓	Chatter Free User
Edit	Martin John	jmart	tharmarajalex006@gmail.com		✓	Salesforce API Only System Integrations
Edit	S. Tharmaraj	TS	tharma006@salesforce.com		✓	System Administrator
Edit	User Integration	integ	integration@00d5i00000cybz0eal.com		✓	Analytics Cloud Integration User
Edit	User Security	sec	insightssecurity@00d5i00000cybz0eal.com		✓	Analytics Cloud Security User

[New User](#) [Reset Password\(s\)](#) [Add Multiple Users](#)

Milestone 5;

Create Report

Category

Recently Used

All

Accounts & Contacts

Opportunities

Customer Support Reports

Leads

Select a Report Type

Q Search...

Report Type Name	Category
Candidates	Standard

Details

Candidates
Standard Report Type

Start Report

Details Fields (11)

Created By You
No Reports Yet

Milestone 6;

Dashboards

Recent
1 item

Q Search recent dashboards... New Dashboard New Folder

DASHBOARD	Dashboard Name	Description	Folder	Created By	Created On	Subscribed
Recent	Candidate Board		Private Dashboards	Tharmaraj S	2/5/2023, 2:12 pm	

Created by Me

Private Dashboards

All Dashboards

FOLDERS

All Folders

Created by Me

Shared with Me

FAVORITES

4.Trailhead Profile Puplic URL ;

Team Lead - <https://trailblazer.me/id/talex114>

Team Member 1 - <https://trailblazer.me/id/skumar9649>

Team Member 2 - <https://trailblazer.me/id/kveeramani1>

Team Member 3 - <https://trailblazer.me/id/vkumar3526>

Team Member 4 - <https://trailblazer.me/id/mkannan39>

5. ADVANTAGES & DISADVANTAGES:

Advantages;

- It allows for the consolidation of customer data and the basis for deep insights.
- It speeds up the sales conversion process.
- It increases staff productivity, lowering time-cost.
- It allows geographically dispersed team to collaborate effectively.
- Improves customer experience by allowing personalization and improved query resolution.

Disadvantages;

- Customer experience may worsen due to staff over-reliance on the system.
- Security and data protection issues with centralized data.
- The excess initial time and productivity cost at the implementation.
- Requires a process-driven sales organization.
- CRM may not suit all business.

6.APPLICATION

- I want something reliable.
- Target marketing.

- Increase candidate quality.
- Can work easily.

7.FUTURE SCOPE:

Scope of education means range of view, outlook, field or opportunity of activity, operation and application of education. Education has a wider meaning and application.

8.CONCLUSION

Student Internal Mark Management System deals with student details, academic related reports, college details and course details. It tracks all the details of a student from the day one to the end of this course which can be used for all reporting purpose, tracking of progress in the course, completed semester, upcoming semester details, exam details, project or any other assignment details and final exam result.