RETAIL MANAGEMENT APPLICATION USING SALESFORCE

DATE	APR
TEAM ID	NM2023TMID03864
PROJECT NAME	Retail Management Application Using Salesforce
TEAM LEADER	THOWFIKARANI J
TEAM MEMBER	THARA B SANTHOSH B SOWMIYA G

Retail Management Application Using Salesforce

1. INTRODUCTION

1.1 Overview

Retailing encompasses the business activities involved in selling goods and services to

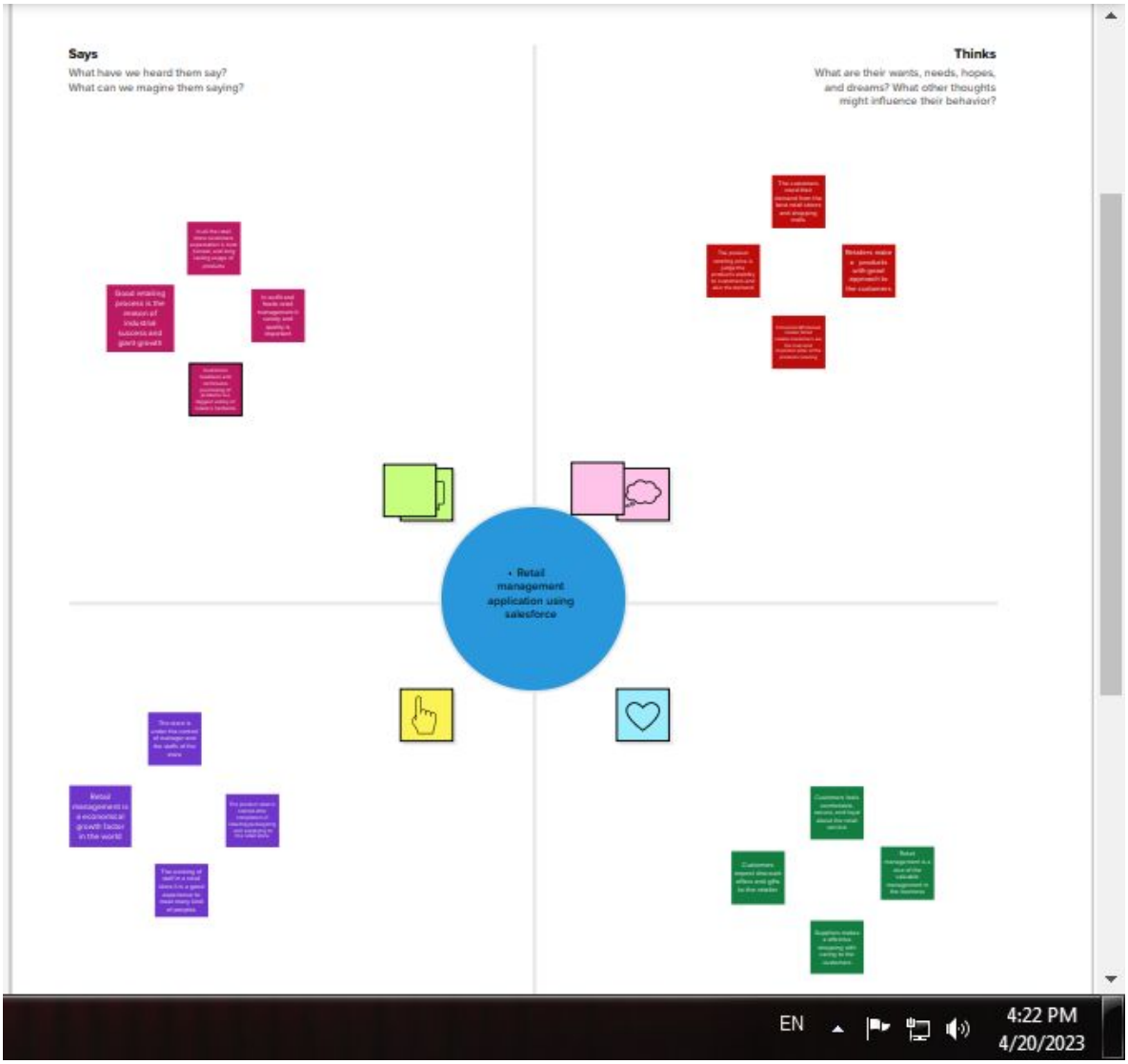
consumers for their personal, family, or household etc. A CRM product owner has requested to

create two applications, one is a sales app for sales reps to use this application and store customer data.

1.2 PURPOSE

Help retailers streamline all the processes of running a store, from procurement to sales and back-office activities such as accounting and human resources. Such an integrated platform provides a single source of truth for all retail data and can improve collaboration between various departments

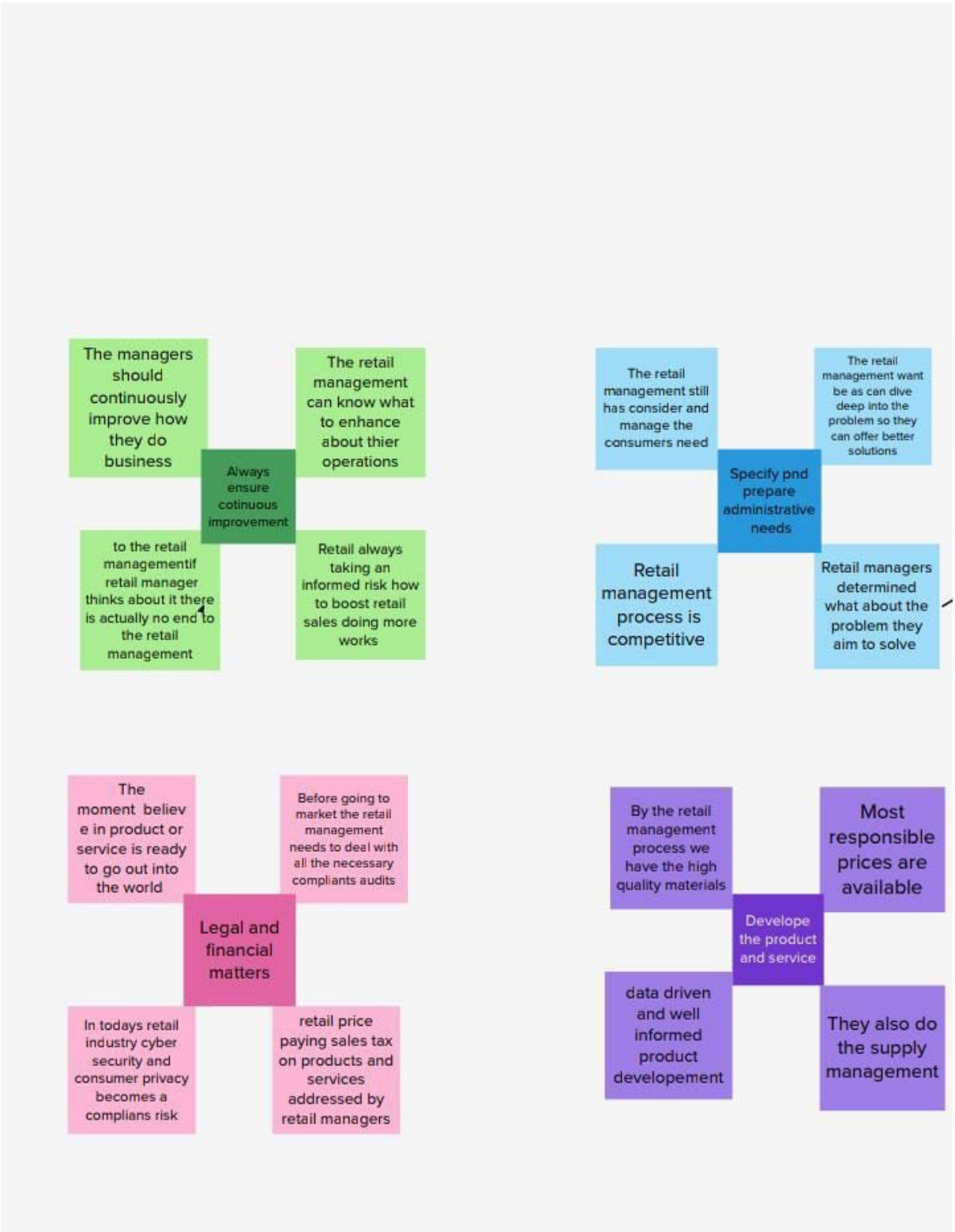
EMPATHY MAP


Says
What have we heard them say?
What can we magine them saying?
Thinks
What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?
• Retail management application using salesforce
EN
4:22 PM
4/20/2023

Group ideas

Take turns sharing your ideas while clustering similar or related notes
sticky notes have been grouped, give each cluster a sentence-like lab
bigger than six sticky notes, try and see if you and break it up into sm

20 minutes



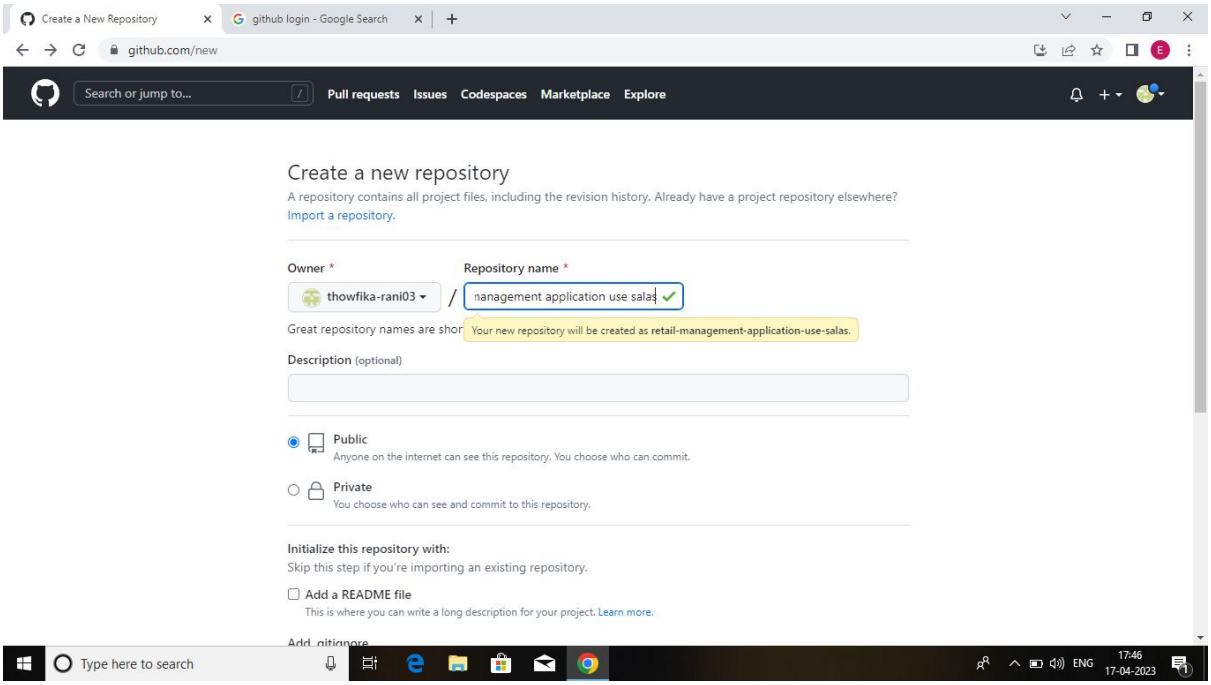
RESULT

3.1 Data Model

Object Name	Fields in the Object	
	Field Label	Date Type
Job Posting Site	Status	URL
	Technical Site	URL
	Description	URL
	Job Posting Site URL	URL
	Phone Number	Phone
Review	-	-

ACTIVITY AND SCREENSHOT

MILESTONE 1



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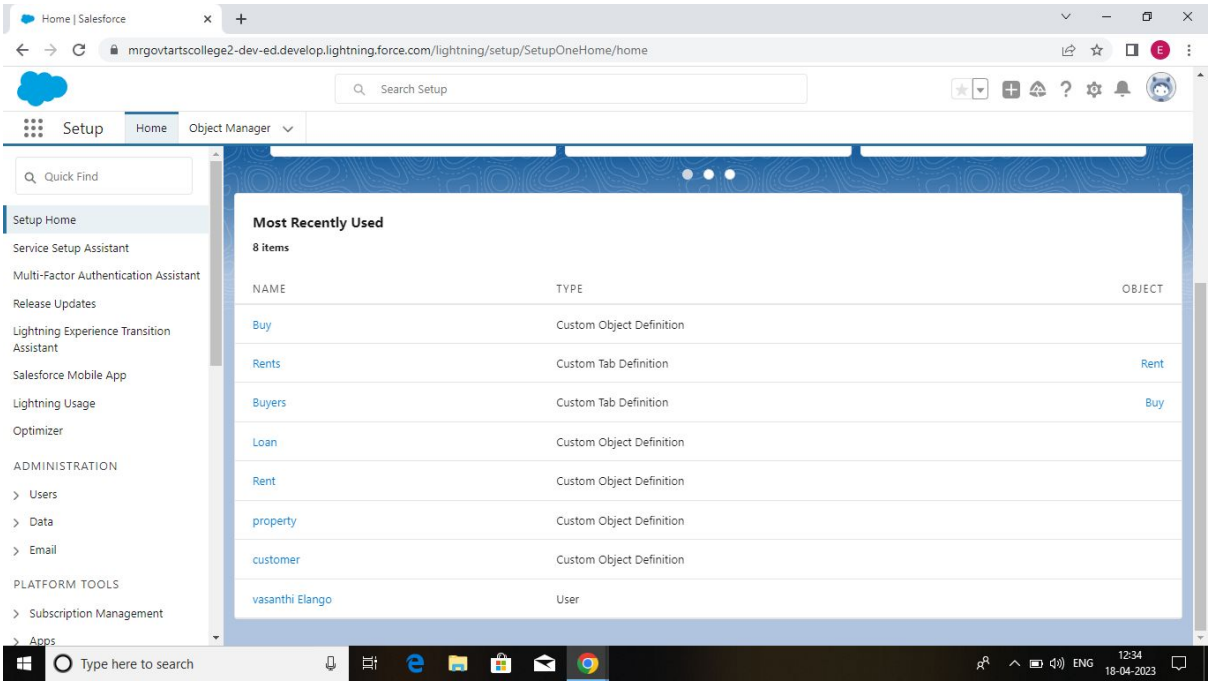

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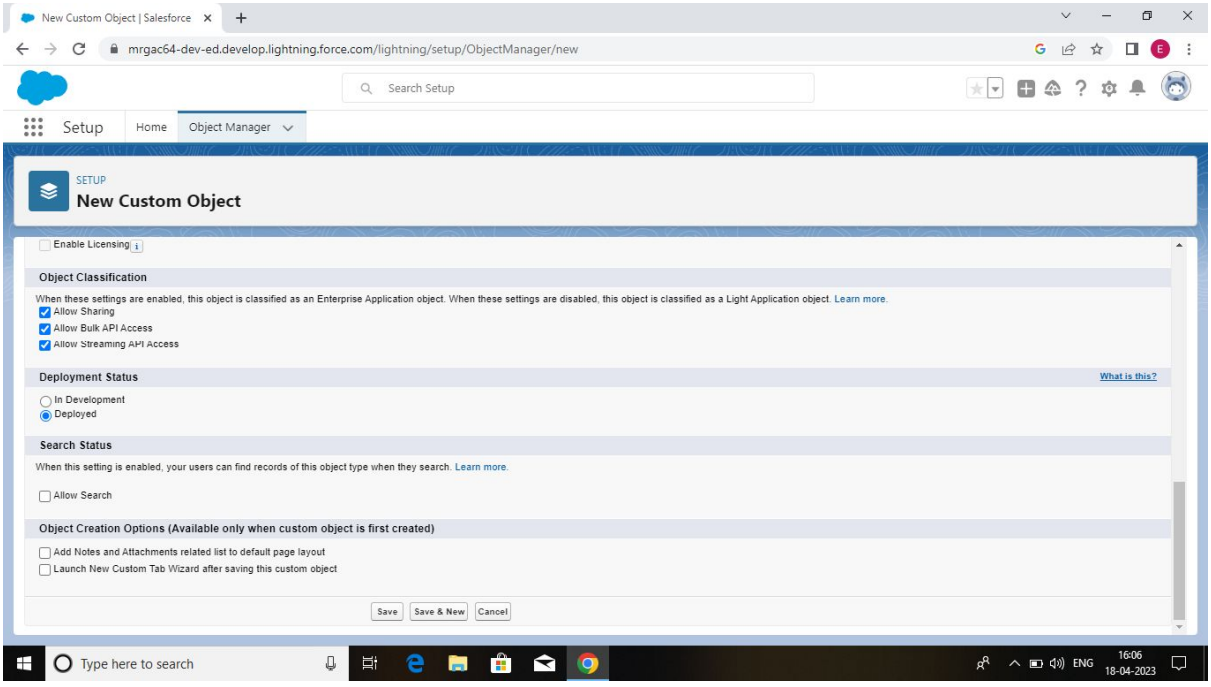

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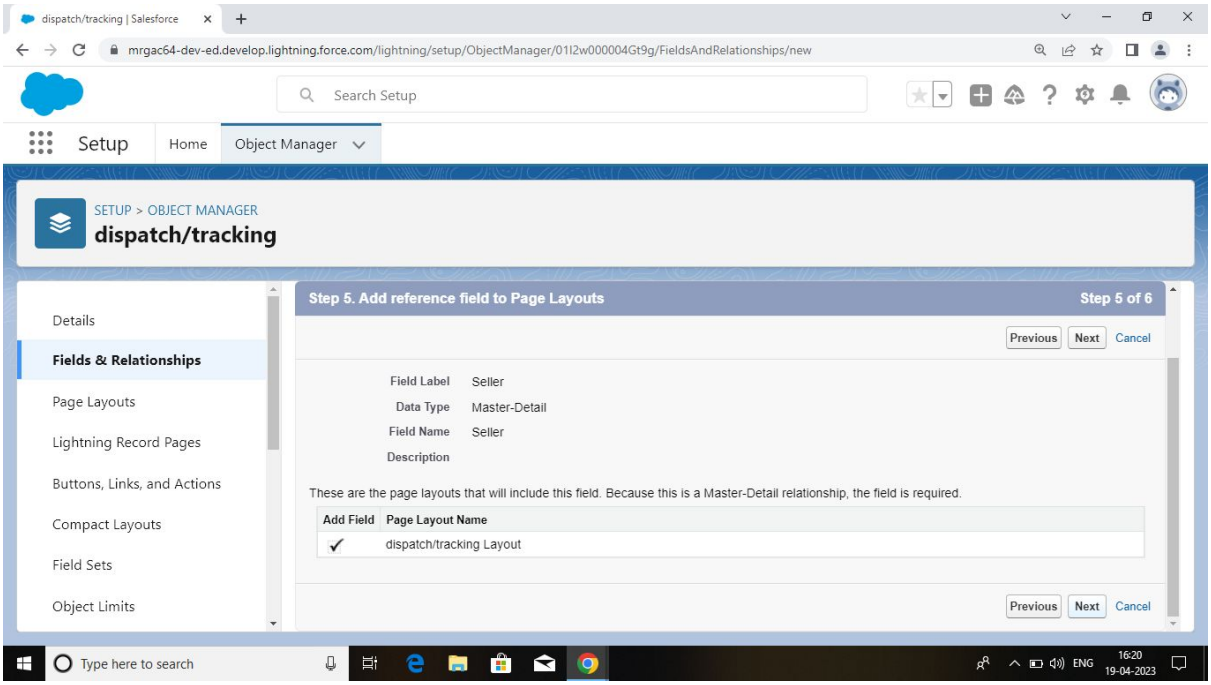

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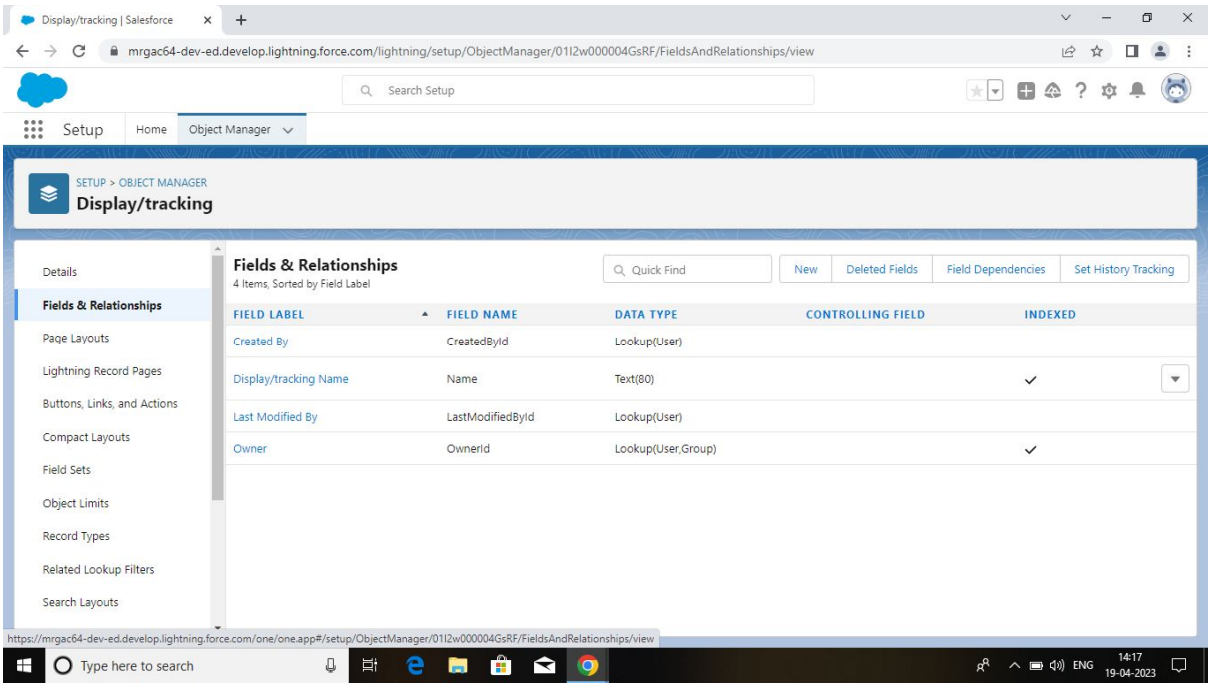

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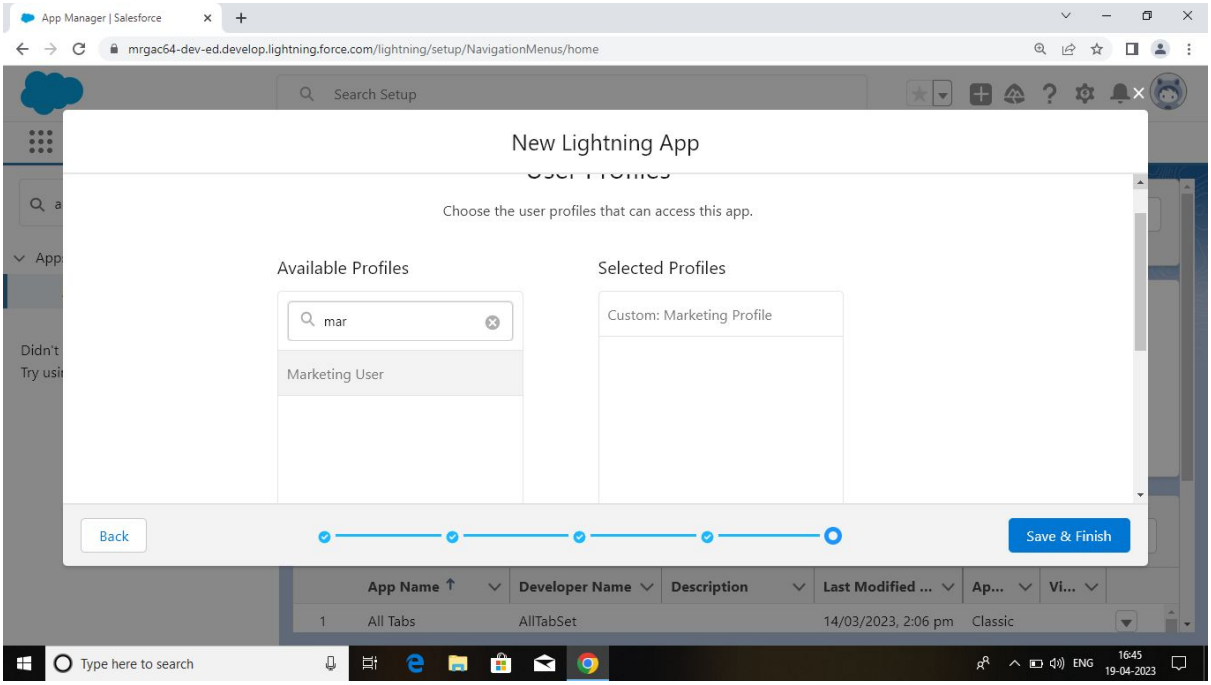

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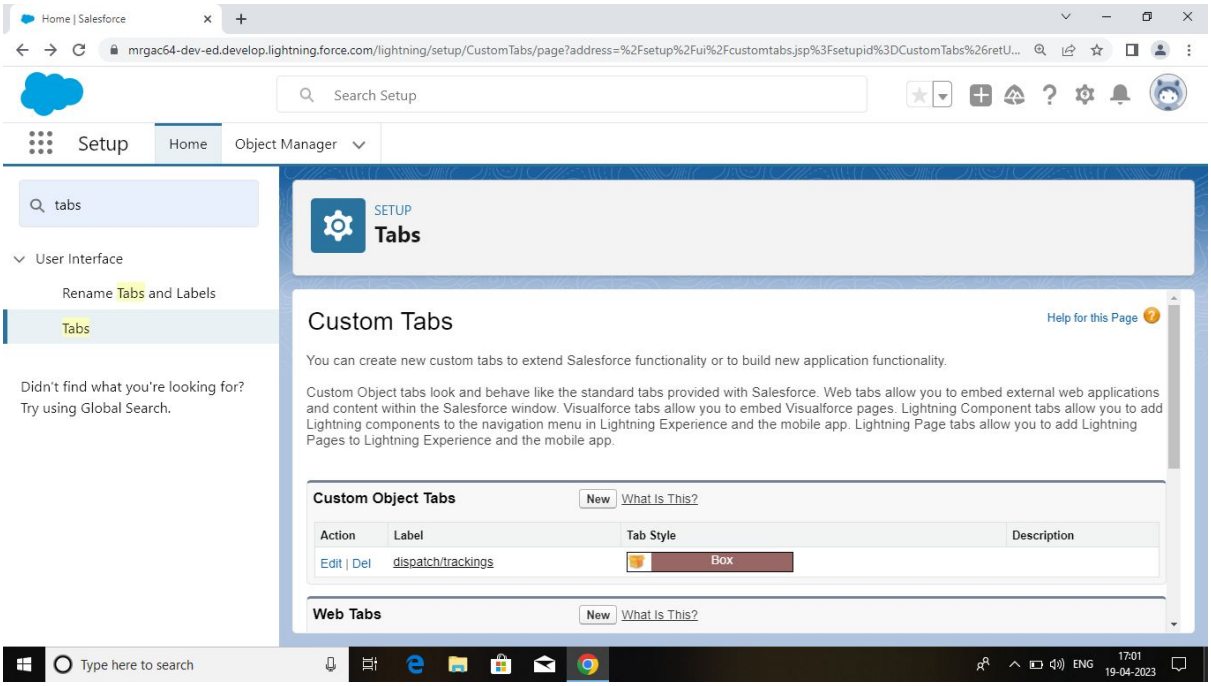

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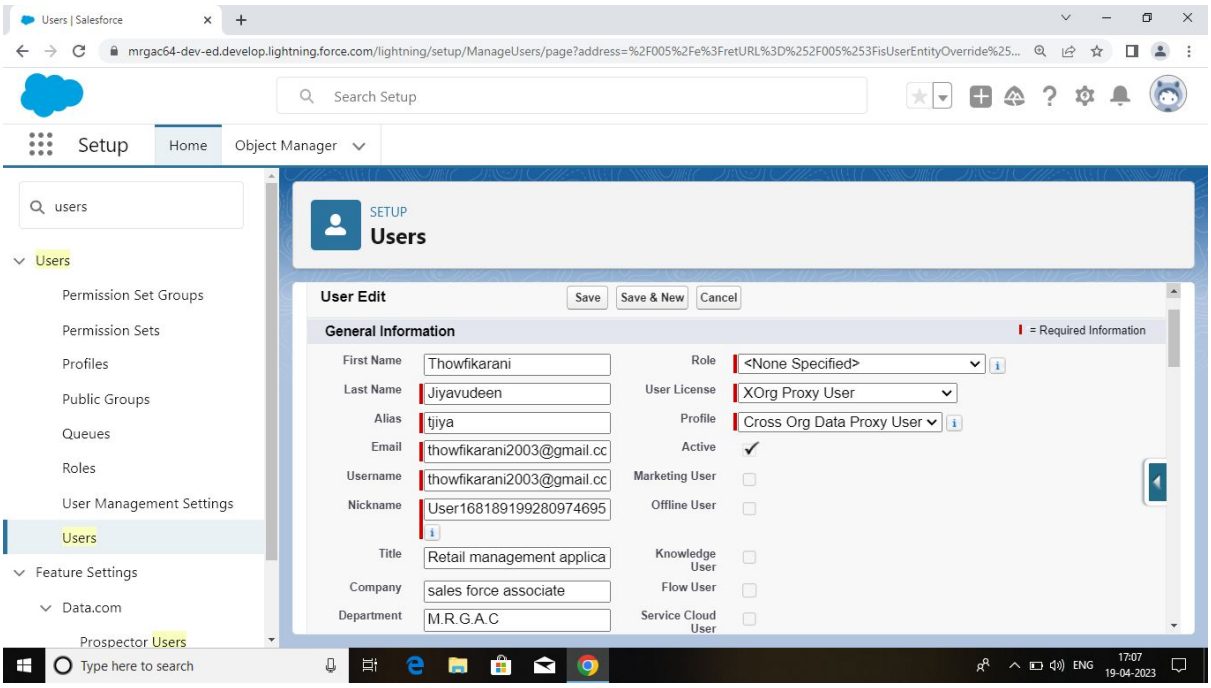
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Search Setup
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Home
Object Manager
users
Users
Permission Set Groups
Permission Sets
Profiles
Public Groups
Queues
Roles
User Management Settings
Users
Feature Settings
Data.com
Prospector Users
SETUP
Users
User Edit
Save
Save & New
Cancel
General Information
= Required Information
First Name
Thowfikarani
Last Name
Jiyavudeen
Alias
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Email
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Username
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sales force associate
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M.R.G.A.C
Role
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Profile
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Active
Marketing User
Offline User
Knowledge User
Flow User
Service Cloud User
Type here to search
ENG
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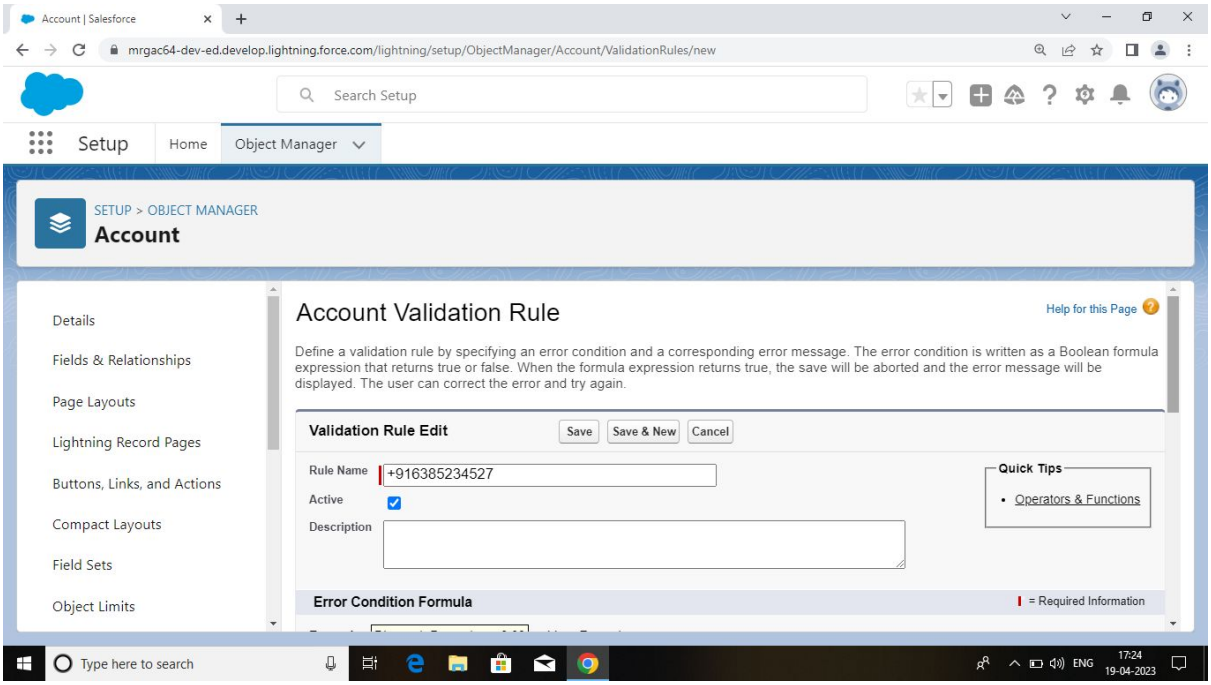
19-04-2023


Account | Salesforce
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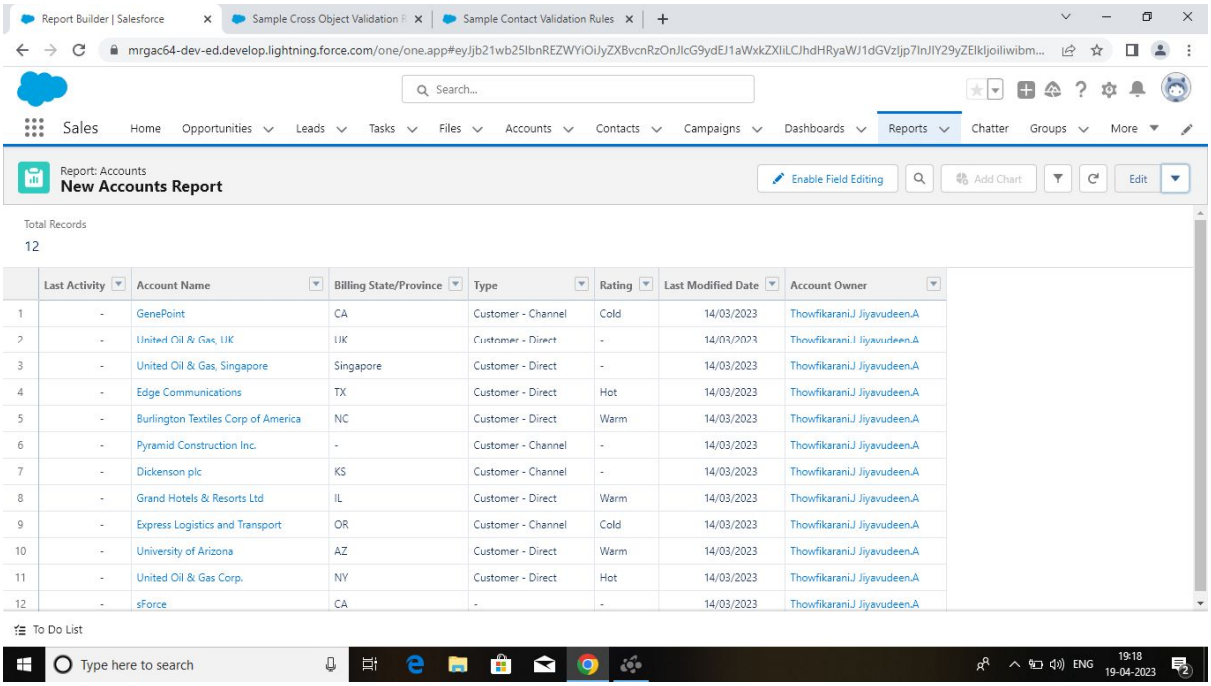
Search Setup
Setup
Home
Object Manager
SETUP > OBJECT MANAGER
Account
Details
Fields & Relationships
Page Layouts
Lightning Record Pages
Buttons, Links, and Actions
Compact Layouts
Field Sets
Object Limits
Account Validation Rule
Help for this Page
Define a validation rule by specifying an error condition and a corresponding error message. The error condition is written as a Boolean formula expression that returns true or false. When the formula expression returns true, the save will be aborted and the error message will be displayed. The user can correct the error and try again.
Validation Rule Edit
Save
Save & New
Cancel
Rule Name
+916385234527
Active
Description
Quick Tips
Operators & Functions
Error Condition Formula
= Required Information
Type here to search
ENG
17:24
19-04-2023



TRAIL HEAD PROFILE PUBLIC URL

TEAM LEADER - https://trailblazer.me/id/ajiyavudeen

TEAM MEMBER –https://trailblazer.me/id/sbalasubramanian45

TEAM MEMBER –https://trailblazer.me/id/ttharab

TEAM MEMBER –https://trailblazer.me/id/sgunasekarans

Retail Management Application Using Salesforce

Advantages and Disadvantages

!Enhanced Sales Competence.

!Develop Leadership Skills.

!High Marketing Cost

!Selling Skill Required

APPLICATIONS

store customer data, which the retailer can then use to reach out to customers via email with personalized offers

CONCULUSION

- ✓ To enhance the efficiency of the app.

FUTURE SCOPE

- ✓ In the 21st century each and every field is computerized and all works are done by using the modern technologies so it has a good future.