

COSMETIC STORE MANAGEMENT

SALESFORCE NAAN MUDHALVAN PROJECT REPORT

Submitted By

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When Understanding Salesforce Objects and dealing with an Account, the sales team will have to deal with objects related to each Account, such as contacts, locations, and cases. Account fields like the Name of the Account, the Industry they belong to, and the type of business they undertake should be noted when managing the object of Accounts in Salesforce CRM.

Contacts - consist of individuals within an account. Contacts is the Salesforce standard object consisting of individuals belonging to specific Accounts. If you have a business enterprise as your Account, the company will belong to the Account object, and each of the employees working in the company would belong to the Contact object.

Dashboard - consists of a graphical representation of data generated from reports in the form of relevant charts or graphs.

Activity - contains important tasks or calendar events.

Products - contain details regarding the items a business organization is dealing with.

Dashboard - consists of a systematic record of all the products purchased and services availed by the customers.

Campaign - contains various marketing projects charted out by an organization's marketing team.

Lead - contains the list of entities that seem to be interested in the marketed products and are likely to get converted. Lead is the most crucial aspect to consider for conducting sales and generating revenue for your