

IMPLEMENTING CRM FOR RESULT TRACKING OF A CANDIDATE WITH INTERNAL MARKS

1.Introduction

1.1 Overview

The improved features of CRM software have increased both its complexity and necessity. Nearly half of 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 right steps when implementing a new CRM system.

1.2 Purposal

It saves a lot of time. The purpose of the project is to manage the school students result tracking in the easy way. Students do not need to check the notice board and everyone will stay updated that is the main purpose of this project. Can work easily. Increases candidate quality.

2. Problem Definitions & Design Thinking

2.1 Empathy Map

An Empathy map is a collaborative visualization used to articulate what we know about a particular type of user. It externalizes knowledge about a user in order to

- 1) Create a shared understanding of user needs,
- 2) Aid in decision making.



Reflect on the topic

Working silently and individually, have each person create a few sticky notes in all four quadrants below for about five minutes. With the remaining time, discuss notes in each quadrant.

What went well?

What should we keep doing?
What should we not do?
What is the overall purpose?

TOPIC

Workstation
engineering team
Sprint 10

What went poorly?

Where did we have problems?
What was it looking to be or other?
What did it look like?

The average
ROI for CRM
is \$8.71 for
every dollar
spent.

What ideas do you have?

What ideas do you have for future work?
Where do you see opportunities to improve?
What has a support potential?

How should we take action?

What do you believe we should do next?
What new things should we change?
What should we implement beyond this meeting?



2.2 Ideation & Brainstroming Map

Brainstroming is a group proble-solving methood that involves that spontaneous contribution of creative ideas and solution. This technique requries intensive, freewheeling discution in which every member of the group is encouraged to think aloud and suggest as many ideas as possiblee based on their diverse knowledge.

2

Brainstorm

Write down any ideas that come to mind that address your problem statement.

⌚ 10 minutes

TIP

You can select a sticky note and hit the pencil (switch to sketch) icon to start drawing.

Person 1

Technical CSP	Technical CSP	Technical CSP
Searcher ability	Searcher ability	Searcher ability
Technical CSP	Technical CSP	Technical CSP

Person 2

Game	Game	Game
Game	Game	Game
Game	Game	Game

Person 3

Game	Game	Game
Game	Game	Game
Game	Game	Game

Person 4

Game	Game	Game
Game	Game	Game
Game	Game	Game

Person 5

Person 6

Person 7

Person 8



Salesforce Associate

powered by Trailhead



Salesforce Associate



Naanmudhalvan

100%
COMPLETE

3. Result

3.1 Y7

Account Name	name
Account number	Text (40)
Account Owner	Lookup (user)
Account Slite	Text(40)
Account Source	Picklist
Annual Revenue	Curently (18,0)
Billing Address	Address
Created By	Lookup(User)
Data.Com Key	Text(20)
Description	Long Text
Employees	Number(8,0)
Fax	Fax
Industry	Picklist
Last Modified By	Lookup
Ownership	Picklist
Parent Account	Herarchy

3.2 Activity & screenshot

To Creat an Object:

Creation of object for implementing CRM Traacking.



- Go to setup, click manager
- Click creat and select custom object
- Click Save
- Similarly create dashboard.

Similarly create Accountar Object.



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To see which features are evaluated, see What Does the Readiness Check Evaluate? in Salesforce Help.

Not sure where to start? Questions on your plan? Bring your questions to a free session with our Engineering Specialist experts. Get an

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Original text

Contribute a better translation

4.Trailhead Profile Public URL

Team Lead: <https://trailblazer.me/id/vincy1>

Team Member 1: <https://trailblazer.me/id/boova2>

Team Member 2: <https://trailblazer.me/id/jeya0>

Team Member 3: <https://trailblazer.me/id/prema2>

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 teams to collaborate effectively
- Improve customer experience by allowing personalization and improved 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 implementing.
- 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.
- Streamlining internal scale process.

7.conclusion

Student internal marks management system deals with student details, academic related repeat, colleges details and courses details it tracks all the details of a student from the day can 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 project or any other assignment detail and final exam results.

8.Future scope

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