



# PRERNA COLLEGE OF COMMERCE

(Run by PRERNA SEWA MANDAL, Redg. No. Sr Act 1860-370/83, BPT Act - 1950. F/3826)  
Reshimbag Square, Nagpur - 24

Govt. Recognised & Affiliated to Rashtrasant Tukadoji Maharaj, Nagpur University  
NAAC (UGC) ACCREDITED INSTITUTION 'B' GRADE (CGPA - 2.32)  
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## Report

Prerna College of Commerce

Organized

A Certificate Course on Salesforce [Admin Module]

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Department: Computer Science & Application

Title of the Program: A Certificate Course on Salesforce [Admin Module]

Topic: Admin Module of Salesforce

Guest Speakers: 1. Mr Gaurishankar Girhe [Sr Trainer, Quantum Analytics, Nagpur]

2. Mr Arpesh Chirde [Sr Consultant Tableau, NIVOSFT Technologies, Nagpur]

Chairman: Dr Pravin Joshi [Director, Prerna College of Commerce]

Convener: Dr Ujwal Lanjewar [Principal, Prerna College of Commerce]

Date: 14<sup>th</sup> May 2022 – 25<sup>th</sup> May 2022

Time: 4pm – 7pm

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### Objectives:

1. To enable the students to implement the Salesforce: World's number one Customer Relationship Management (CRM) strategies effectively by harnessing and utilizing the resources.
2. To impart current Salesforce admin module knowledge to the students at the nominal fees.
3. To develop Salesforce knowledge and skills in students by using various instructional strategies and involvement of students.
4. To help students to build expertise in utilization of cloud technology to better with business partners, customers and potential customers.
5. To assist students in developing Salesforce skills for future career opportunities.

### Highlights:

1. The Salesforce [Admin Module] Certificate Course began in a hybrid mode.
2. Dr Sapna Ghutke introduced and welcomed the Guest Speakers Mr Gaurishankar Girhe and Mr Arpesh Chirde.

3. Dr Pravin Joshi made introductory remark and motivated students to take the benefit of the certificate course to the fullest.
4. Guest speaker Mr Arpesh Chirde explained the students about the job opportunities in India and abroad after learning Salesforce module.
5. Mr Gaurishankar Girhe, a guest speaker, explained the fundamentals and platform of Salesforce to the students.
6. The second session of the course started with the basics of Cloud Computing and the database concepts.
7. The students are being given the knowledge of the Salesforce Architecture by the Guest speaker on the third session.
8. The fourth and fifth session started with practical knowledge of the Sales Cloud/Service Cloud and objects and fields creation.
9. The sixth and seventh session started with the relationships, security and sharing.
10. On the eighth and ninth session, the guest speakers Mr Gaurishankar Girhe and Mr Arpesh Chirde give the practical of validations and Workflow Rules.
11. On the tenth session of the course, students learned about the approval process, reports, and dashboards in Salesforce.
12. Two extra sessions were conducted in order to solve all the queries and difficulties of the students by the expert speakers Mr Gaurishankar Girhe and Mr Arpesh Chirde.

**Outcomes:**

1. The students are now well aware of the importance of Salesforce [Admin] module for their career.
2. The students are being given two Projects viz. Airlines Management System and Leave Management System.
3. The Tasks and Projects given to the students by the guest experts are successfully completed by the students.
4. The students are now able to create projects in Salesforce [Admin] by themselves.

**Coordinator:**

Mr Atul Akotkar



**Members:**

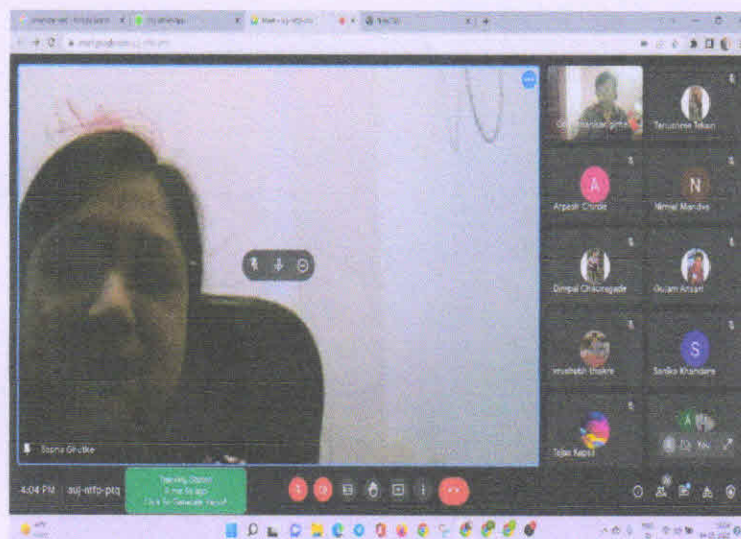
1. Mr Ajay Nanawatkar
2. Dr Sapna Ghutke
3. Ms Neha Samundre

**Number of Beneficiaries:**

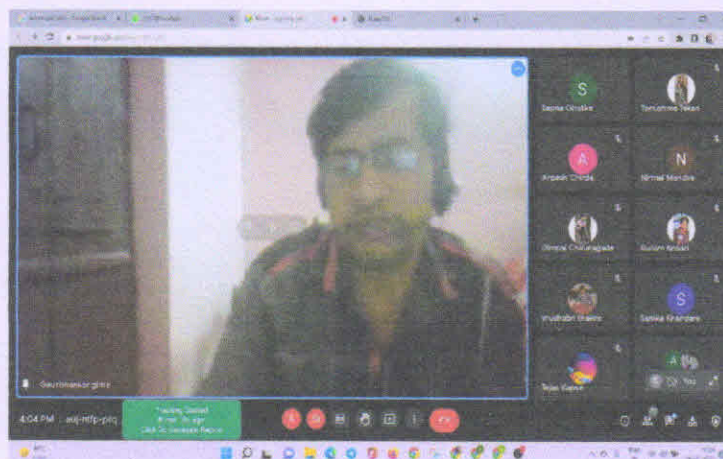
100 students of BCA, B.Sc. (IT), B.Sc. (CS), M.Sc. (CS)

**Anchoring and Vote of Thanks by:** Dr Sapna Ghutke

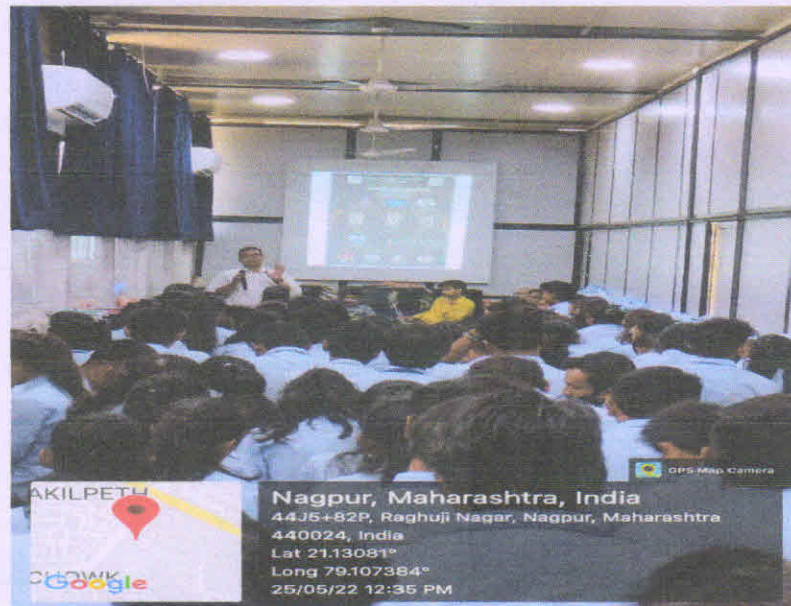
**Glimpses of the Program:**



Anchoring by Dr Sapna Ghutke on the beginning of the course



Mr Gaurishankar Girhe conducting the virtual session on  
Certificate Course on Salesforce [Admin] Module

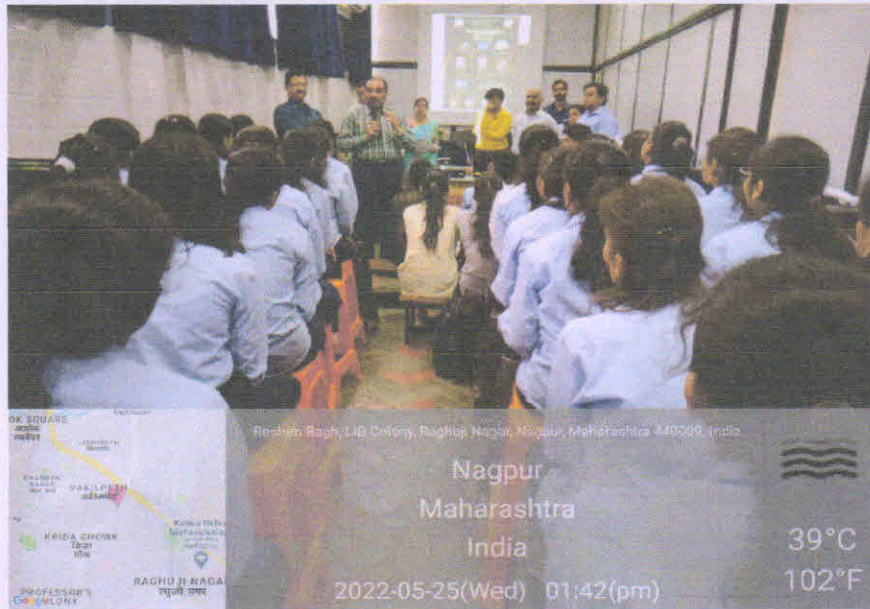


Mr Arpesh Chirde conducting the practical session on  
Salesforce [Admin] Module

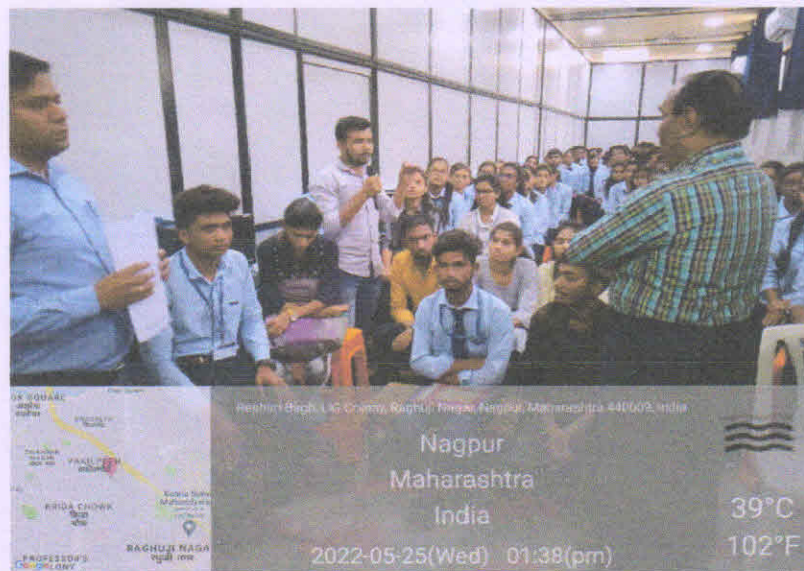


Guest speaker Mr Gaurishankar Girhe conducting the practical  
session on Salesforce [Admin] Module





Dr Pravin Joshi, Director Prerna College of Commerce addressing the students on Valedictory Function of the course



Dr. Pravin Joshi taking Students' feedback about the course on Valedictory Function





The Appreciation Letters are given to the Guest Speakers Mr Arpesh Chirde and Mr Gaurishankar Girhe on the Valedictory Function



Vote of thanks proposed by Dr Sapna Ghutke on the Valedictory Function of the course on Salesforce [Admin]

Coordinator



Mr Atul Akotkar

Programme Co-ordinator

Prerna College of Commerce

Report written by



Dr. Sapna Ghutke