PROGRAM BOOK FOR

SHORT TERM INTERNSHIP

Submitted in accordance with the requirement for the Degree of
BACHELOR OF SCIENCE

Submitted by

GURINDAPALLI.EUNICE

Reg. No: OAM202101458493   **Hall Ticket No:** Y213158006

PERIOD OF INTERNSHIP FROM : MAY **TO** : JULY

NAME OF THE ORGANIZATION   : SALESFORCE DEVELOPER

Under the Guidance of
Mrs. K. Vidhyadhari.

DEPARTMENT OF BOTANY

ST. ANN'S COLLEGE FOR WOMEN

(AFFILIATED TO ACHARYA NAGARJUNA UNIVERSITY) GORANTLA, GUNTUR-34.

ANDHRA PRADESH.

2022 – 2023.

ANDHRA PRADESH STATE COUNCIL OF HIGHER EDUCATION

(A STATUTORY BODY OF GOVERNMENT OF ANDHRAPRADESH).

An Internship Report on

Smart Intern ; Salesforce Developer.

(Title of the Internship)

Submitted in accordance with the requirement for the degree of

BSc. Biotechnology [BBC]

Under the Faculty Guideship of

Mrs. K. Vidyadhari.

(Name of the Faculty Guide)

Department of

Botany. St.Ann's college for Women.
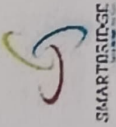
(Name of the College)

Submitted by:

G. Eunice.

(Name of the Student)

Reg.No: **Y213158006.**

Department of

BSc.[BBC]. St.Ann's college for Women.

(Name of the College)

Smart Internz

SMARTBRIDGE   PARTNER   AICTE

CERTIFICATE OF COMPLETION

July 11, 2023

Gurindapalli Eunice

Salesforce Developer Virtual Internship

During the 8 Weeks period of Virtual Internship (April-May 2023), Gurindapalli Eunice has completed the following Salesforce Trailhead modules

Salesforce Fundamentals
Organizational Setup
Relationship & Process Automation
Types Of Flows & Security
Apex, Testing & Debugging
VS Code Setup & CLI Setup
Lightning Web Components (LWC) & API

Developer Super Set

Certificate ID: SISFVIPAD2022-56573 | Verify this certificate @ https://smartinternz.com/in ternships/salesforce_certificates/e1c4c7ca3a3cc2a8c8816b53b1c8c92e

Shri Buddha Chandraseker

Chief Coordinating Officer(CCO),
NEAT Cell-AICTE

Mr Amarender Katkam

Founder & CEO, TheSmartBridge &
SmartInternz

PROGRAM BOOK FOR
SHORT-TERM INTERNSHIP
(Onsite / Virtual)

Name of the Student: Gurindapalli. Eunice

Name of the College: St. Ann's College for women

Registration Number: Y2131 58006

Period of Internship: From: May   To: July

Name & Address of the Intern Organization: Smart Intern

Acharya Nagarjuna **University**
YEAR

Student's Declaration

I, Eunice. Gurindapalli a student of III BBC Program, Reg. No. Y2I3I58006 of the Department of Biotechnology College do hereby declare that I have completed the mandatory internship from May to July in Smart Intern (Name of the intern organization) under the Faculty Guideship of Mrs. K. Vidhya dhari (Name of the Faculty Guide), Department of Botany , St. Ann's College for women (Name of the College)

G. Eunice 28-8-2023
(Signature and Date)

Official Certification

This is to certify that _Gurindapalli · Eunice_ (Name of the student) Reg. No. _4213158006_ has completed his/her Internship in _Online.smartintern_ (Name of the Intern Organization) on _Salesforce Developper_ (Title of the Internship) under my supervision as a part of partial fulfillment of the requirement for the Degree of _Biotechnology_ in the Department of _St.Ann's college for women_ (Name of the College).

This is accepted for evaluation.

G. Eunice.

(Signatory with Date and Seal)

Endorsements

Faculty Guide   K.Vidyeelhai

Head of the Department   K.Vidyeelhai
Head of Dept. of Botany
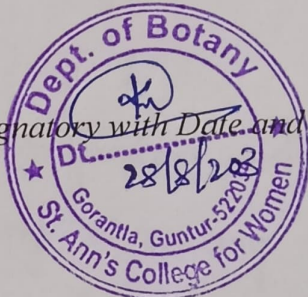St. Ann's College for Women
GORANTLA, GUNTUR-522034.

Principal   No
PRINCIPAL
St. Ann's College for Women
GORANTLA, GUNTUR-522 034

Certificate from Intern Organization

This is to certify that ___Gurindapalli. Eunice___ (Name of the intern)
Reg. No___Y213158006___ of ___St·Ann's college for women___ (Name of the
College) underwent internship in ___Salesforce.___ (Name of the
Intern Organization) from ___May___ to ___July___

The overall performance of the intern during his/her internship is found to be
___Satisfactory___ (Satisfactory/Not Satisfactory).

Authorized Signatory with Date and Seal

28/8/20

Dept. of Botany
Gorantla, Guntur-522
St. Ann's College for Women

Acknowledgements

The internship opportunity I had Salesforce was a great chance for learning and professional development. Therefore, I consider myself as a very lucky individual as I was provided with an opportunity to be a part of it. I am also grateful for having a chance to meet so many wonderful people and professionals who led me through this internship period.

Bearing in mind previous I am using this opportunity to express my deepest gratitude and special thanks of Salesforce who inspite of being Extra-ordinary busy with to guide out of my project at their esteemed organization.

I express my deepest thanks to my organizer vidhya mam for taking part in useful decision and giving necessary advices and wonderful guidance and arranged all facilities to make our life easier.

It is my radiant sentiment to place on record my best regards, deepest sense of gratitude to Mrs. K. vidhyadhari, She is a Botany lecturer in our college for their careful and precious guidance.

I perceive as this opportunity as a big milestone in my career development. I will continue to work on their improvement, in order to attain desired career objectives. Hope to continue cooperation will all of you in the future

Sincerely,

Place: Guntur

Name of student
G. Eunice

Contents

1. Executive Summary

2. Overview of the Organization

3. Internship Part

4. Weekly Report

5. Outcomes description.

CHAPTER 1: EXECUTIVE SUMMARY

The internship report shall have only a one-page executive summary. It shall include five or more Learning Objectives and Outcomes achieved, a brief description of the sector of business and intern organization and summary of all the activities done by the intern during the period.

As in any internship, the goal is to leave having learned something how the new one is created. I can say that this is an understatement for my summer at Salesforce. I was, fortunately, able to apply my previous experience and knowledge that I have learned in the classroom and apply it to a real world experience. At the begining of the program, I identified some short term goals that I wanted to acheive by the end of my Internship. I have been working towards these networking. Trailhead process I feel that I have contributed meaningfully to my team and improved upon my presentation skills to varying levels on managements. I also become so much closer to becoming a ranger on a trailhead. I am currently closed to becoming a mountaineer I learned how to use new applications, such as Quip, pardot, slack and vidyard, just to name a few, I can now take these new skills and apply them in my Senior year and after graduation. Communication is ever Evolving in the post pandemic world, so, it is imperative to

keep my communication skills also improved throughout the summer; I learned how crucial it is to reply promptly to coworkers. Especially in this virtual world. I received so much feedback on my work and presentations that I can now apply to my future endeavors useful aspect of my time at salesforce

Suggestive contents

A. Introduction of the Organization
B. Vision, Mission, and Values of the Organization
C. Policy of the Organization, in relation to the intern role
D. Organizational Structure
E. Roles and responsibilities of the employees in which the intern is placed.
F. Performance of the Organization in terms of turnover, profits, market reach and market value.
G. Future Plans of the Organization.

* An organization is a group of people working together to achieve the specified goal. A manager can play a central role in grouping the people activities

* The mission statement communicates the purpose of the organization. The vision statement provides insight into what the company hopes to achieve or become be in the future the values statement core principles and the ethics

* Contrany to popular belief, an intership isn't about organising a filling (or) fectching coffee for your boss the responsibilities of an intern has evolved

* An organisation structure defines how activities such has task allocation, co-ordination and supervision are directed toward's organisational aims.

* Interns are high school or college students and recent graduates looking to gain experience with a company in a field that piques their intrest and possibly leads to future employment.

* A Company's market share is its portion of total sales in relation to the market (or) industry in which it operates

If you want to examine it in which it operates. If you it can be a fiscal quarter, year or multiple years.

* Future is always unpredictable, through it is an important aspect for planning for an organization it is going to be different that what exists today and form what is expected now in market value.
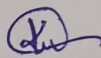
CHAPTER 3: INTERNSHIP PART

Description of the Activities/Responsibilities in the Intern Organization during Internship, which shall include - details of working conditions, weekly work schedule, equipment used, and tasks performed. This part could end by reflecting on what kind of skills the intern acquired.

Having task for interns prepared can help you ensure you are providing your interns with an enriching learning experience. There may be times when your interns complete their primary duties and need additional work. By giving them a long list of possible work they can do, you can ensure your interns are keeping busy. Likewise, having these tasks prepared is helpful when you are busy with your own work. Rather than coming up with a job on the spot, you can tell your interns to refers to their task list. Having back up projects and work for them to do helps them continue growing in their role and makes your job easier overall. If your team is starting a new project, you can ask an intern to do some preliminary research for it. This a very helpful task to give an intern since it can help them improve their research skills, which are important for any profession. Ask them to figure out things, like the resources, budget and timeline you would need for a project. Ask your interns to use their spare time to research competitors.

This is a great way for your company to keep up with what's going on in your industry. They can also look in to recent market trends to help your business stay current public speaking is a useful skill for many professionals to have. Help your interns develop these skills by asking them to be in charge of presenting at your next meeting Creating is an presentation can also help them become more familiar with power point programmes knowing how to use Spread sheet software can be a useful skill in many professions.

ACTIVITY LOG FOR THE FIRST WEEK

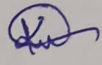| Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 8/5/23	First of all open google chrome and type trailhead login then we will enroll the salesforce registration process & join in telegram link	To know how to registered Salesforce trailhead	(signature)
Day – 2 9/5/23	Then the developer can be send some important data later to click that notification to start the learning process with the Salesforce trailhead	Learn the skills they need to be succeed	(signature)
Day – 3 10/5/23	To Register salesforce we can see the profile then we can fill the details to earn points and badges	To earn some badges and the points	(signature)
Day – 4 11/5/23	(1) Data security trailhead (2) salesforce B2C Commerce 3, Cybersecurity Role Quick look	To control the access To can commerce store front data Learn the professional data	(signature)
Day – 5 12/5/23	(4) Business value of equality 5, Impact of unconscious bias 6, Equality ally strategies	understand the business values Recognise the employed performance To learn practical ways	(signature)
Day – 6 13/5/22	7, object oriented program trailhead 8, Quick look; process builder 9, Real time event monitoring	Enhance the salesforce data in trailhead Trigger a field update Discover your salesforce organization.	(signature)

Objective of the Activity Done:

Detailed Report: first of all open the Google chrome and type a trailhead login then we will enroll the salerforce registration process. then we will join the telegram link then to know how to registered Salesforce trailhead then developer can send Some important data later to click that notifi-cation to start the learning process. with salesforce trailhead to learn the skills they need to be succeed. To registered salesforce we can see the profile then we can fill the details to earn points. Data security trailhead to learning outcomes is control access to data using points to click security tools. Salesforce B2c commerce storefront data as you can internationally. Cyber Security professionals do and the skills they need to be succeed Business value of equality is a understand the Succeed. Societal and business value of having a diverse, inclusive workforce impact of unconscious basics can have Recognise unconscious bias and it is impact an employee performance.

ACTIVITY LOG FOR THE SECOND WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 15/5/23	(10) The health care provider industry sector (11) The health industry payer sector (12) The life sciences medtech industry sector	Learn about goals and challenges - Terms for health care payers - Medtech industry	*(signature)*
Day – 2 16/5/23	(13) Salesforce Genie: Quick look (14) Salesforce enablement basics (15) Software testing fundamentals	- Platform for customer magic - Better business outcomes - Learn about software testing	*(signature)*
Day – 3 17/5/23	(16) Data innovation with google cloud. (17) Amazon Dynamo DB data access (18) Get started with salesforce development	- Learn how to use data - Use virtualised data build a simple app on the platform	*(signature)*
Day – 4 18/5/23	(19) Salesforce certified associate (20) Salesforce opportunities (21) Prospect tracking with salesforce leads: Quick look	- To interact flash cards - Help to close more sales deals - Customers with leads	*(signature)*
Day – 5 19/5/23	(22) Lead Record: step-by-step (23) The media industry (24) Mulesoft RPA process development	- Learn to use salesforce - To escape business models - Deploy RPA process	*(signature)*
Day – 6 20/5/23	(25) Winter 23 release highlights (26) Javascript developer 1 certification (27) Industries CPQ developer certification maintainance	- Update the new features - Review to update the salesforce - Developer certification	*(signature)*

WEEKLY REPORT

WEEK – 2 (From Dt.15.5.23.. to Dt.20.5.23...)

Objective of the Activity Done:

Detailed Report: The health care Provider industry Sector can be learn about goals and challenges. The health industry Prayer Sector learn about the terms for Health care prayers. The life Sciences industry Sector to learn about the goals. challenges and terms for the pharmaeutical industry Sector. Salesforce genie to discover Salesforce Genuie, the real time Platform for customer salesforce magic genuie. enablement magic to empower your enablement team to achieve better magic bussiness to empower your enablement team to achieve better business outcomes Software testing fundamentals to learn about Software testing, why it's mecessary & when to test. Data innovation with google cloud to learn how to use data. Amazon Dynamo DB data access to use virtualised data. Get started with salesforce development build a simple app on the platform salesforce certified Associate to interact flash cards salesforce opportunties to help to close more sales deals prospect tracking with salesforce leads: Quick look to the customers with leads. Record step by step process -trailhead to term How to use Salesforce. The media industry to explore business models.

ACTIVITY LOG FOR THE THIRD WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 22/5/23	28) Data modeling trailhead 29) Business value of equality 30) Equality ally strategies	– To give data structure – value of work face – learn practical ways	*(signature)*
Day – 2 23/5/23	31) Create on opportunity 32) Communication cloud 33) Mulesoft RPA life cycle trailhead	– Build record type – To solve challenges – project management tasks	*(signature)*
Day – 3 24/5/23	34) Content calendar planning 35) Approval process for public sector 36) Public sector solutions designs	– To develop business – To simplify applications – learn digital first solutions	*(signature)*
Day – 4 25/5/23	37) Identify management in trailhead 38) Motion pattern creation 39) Ask data for explorer	– To secure employees – Create custom motion – To ask business questions	*(signature)*
Day – 5 26/5/23	40) Business rules engines 41) veterna mental health 42) Industries CPQ foundations	– automate complex – learn about vA mental health – To explore industries	*(signature)*
Day –6 27/5/23	43) Customer 360 data model 44) Salesforce B2C commerce 45) Tableau prep builder basics	– Data module objects – customised experience – To connect output data	*(signature)*

WEEKLY REPORT

WEEK – 3 (From Dt. 22|5|.23... to Dt. 27|5|23..)

Objective of the Activity Done:

Detailed Report: Data Modeling trailhead to give the data structure business value of equality value of work force.

Equality ally strategies to learn practical ways. create an opportunity build a record type to track earned revenue beyond gifts and donations. communications industry and transform your business mule-soft RPA. life cycle to discover project management tasks. content Calendar planning how business use content marketing approval process for public sector to simplify and expedite application approvals. with automated workflows Public sector solutions design learn digital-first solutions to help governments better Serve constituents identify management in ensure employees have secure custom motion using the salesforce kinetics system, Motion pattern creation to secure access to the right workspace and information at all times ask data for explores in natural languages and get instant visualization in tableau business rules engines to steamline processes for any industry. veteran mental health resources for us military veterans and their families industries CPQ foundations

ACTIVITY LOG FOR THE FORTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 5|6|23	46, Product demos! Quick look 47, Code builder! Quick look 48, Salesforce designer! Quick look	- Create demos - to develop browser - to learn skills	(signature)
Day - 2 6|6|23	49, Salesforce business analyst 50, Customer Centric discovery 51) Content analytic and challenge intelligence	- practice Quites - learn goals, challenges - measure the effectiveness	(signature)
Day – 3 7|6|23	52, objection handling trailhead 53, Prospecting Contact strategy 54, Pricing strategies and Sales	- Effective communication - learn the benefits - customer salesforce Satification	(signature)
Day – 4 8|6|23	55, Mulesoft centric Conversation 56, Macros for agents: Quick look 57, customer success for sales trailhead	- Effective communication - learn the benefits - customer statisfaction	(signature)
Day – 5 9|6|23	58, Mulesoft composer flows 59, Superbadge programme 60, Salesforce kinetics system	- outcome data - unlock awareness - best practices and tools	(signature)
Day –6 10|6|23	61, power of us! Quick look 62, Macros for admin! Quick look 63, Prospecting to improve sales	- learn non-profits - use macros speed - learn sales pipe-line	(signature)

Objective of the Activity Done:

Detailed Report: Product demos learn How we create demos at Salesforce Code builder, Quick look develop from a browser using code builder. Salesforce designer quick look learn what salesforce designers do and the skills they need to suceed. Salesforce business analyst use practice Quizers and flask Cards to study for the certification Customers Centric discovery best strategy for their business contents analytics and intelligence to measure and analyse the effectiveness of your content and audience engagement objection handling use the 3Ds method to manage customer objections with ease. prospecting Contact strategy that improves sales. Customer centric conversation engaged executives with effective communication strategies. pricing Strategies and Sales to price a deal and craft a sale proposal Customer Centric Conversation to executives with effective Communication strategies macros for agent! Quick look them learn the benefits of Case management automation through macros.

ACTIVITY LOG FOR THE FIFTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 12/6/23	64, Lead Generation strategy 65, Sales Contracts & negotiation 66, Insight builder in customer data	- Create generation - Understand the Process	(K)
Day – 2 13/6/23	67, Digital wallets ! quick look 68, Subscription management 69, DAO's ! quick look	- Hold digital assets - Discover the management - Learn about web 3.	(K)
Day – 3 14/6/23	70, onsite Search dashboard 71, Public sector solution Basics 72, Demo design strategies	- Search strategy - Discovery solution - create the demos	(K)
Day – 4 15/6/23	73, Experience cloudsite strategy 74, public sector data security 75, Consumer goods cloud offline	- Define goals - protecting cloud - Setup Con	(K)
Day – 5 16/6/23	76, customer data platform 77, The insurance industry 78, Surgical case visit and field trailhead	- real time in sights - Discovery industry - Setup data invention	(K)
Day – 6 17/6/22	79, web 3 ! feature of internet 80, NFTS !, Quick look 81, Shift creation & Assignment	- Digital economy - To the power takens - working any set of hours.	(K)

Objective of the Activity Done:

Detailed Report: Lead generation strategy learn how we create a lead at Salesforce sales contracts and negotiation to understand the process of creating and negotiating business contracts. Licensing premilting and it learn about the objectives related to inspections insights builder in customer data use insights builder to create using a drag and drop visual builder digital wallets Quick look learn how to set up and connect wallets that hold digital assets Subscription management discover the capabilities of salesforce DAO's Quick look; learn about decentralized autonomous organisations and how they are used in web 3, Evaluate the performance of your on-site Search dashboards. Learn how me maximise the impact of events of Salesforce. Discover how public sector solutions help Government agencies Steamline processes. Create and diliever compelling demos and cloud Site protect and defend public sector data processed and stored in the cloud. setup consumer goods cloud offline mobile app. to record store visit data offline.

ACTIVITY LOG FOR THE SIXTH WEEK

Day & Date	Brief description of the daily activity	Learning Outcome	Person In-Charge Signature
Day – 1 7/8/23	Live session about the Salesforce modules Competition of modules	Create generation understand the Process.	*(signature)*
Day – 2 8/8/23	Super badges challenges Business adminstration Specialist	Hold digital assests learn about web 3	*(signature)*
Day – 3 9/8/22	Completion of sales and marketing Superbadge	Search strategy discover solution create the demos	*(signature)*
Day – 4 10/8/23	The super modules in the superbadge can be completed to open the main Super badge	Define goals protecting cloud stup con	*(signature)*
Day – 5 11/8/23	Main super badge unlocked and Competition of all modules in main Superbadge	Real time in sights Discovery industry	*(signature)*
Day –6 12/8/23	Live session for clearance of doubts	Digital economy to the power takens	*(signature)*

Objective of the Activity Done:

Detailed Report:

In this week day -1 completed with live Session about 3 hrs. Clearing doubts in live Session and explain about modules and earning superbadges.

Day-2 I completed all the sub modules above the Super badge to reach it.

After Completion of modules Super badge is unlocked, and have to complete the Sub modules in the superbadge Business administration Specialist Superbadge can be unlocked by completing the modules such as Data Security, Sales and marketing adminstration.

* The main super badges in Salesforce administrator are lighting experience reports and dash board specialist of user authentication Specialist superbadge.

CHAPTER 5: OUTCOMES DESCRIPTION

Describe the work environment you have experienced *(in terms of people interactions, facilities available and maintenance, clarity of job roles, protocols, procedures, processes, discipline, time management, harmonious relationships, socialization, mutual support and teamwork, motivation, space and ventilation, etc.)*

It's an exciting time of ecosystems as we have released the next to get back to growth, employees and in terms of people interactions customer like must trust that you are looking out for their health and safety. work brings together the products and guidance you need to meet their word expectations and get the facilities the word out that you are ready for business available and maintainance use our work place safety clarity of job roles you need to make sure that your training strategy and some protocols with the help of using prodedures, processes and discipline helding and delete the informal training sessions to show people how to use them in addition, validate that the business dashboards you created meet their needs all this validations and testing will help you drive a successful roll out time management salesforce usage, let's talk about some matrices you can use to measure hormonious. Relationships business outcomes sales data can use to measure hormonious relationship business outcomes sales data can guide you to sustained salesforce success.

If you know the socialization, how to separate the insights from the noise it all starts with asking the questions that matter to your business will be associated mutual support and the team work. Your business will be associated with the help of metrics to these questions lead the motivation conversion rates leads the rate by source by the pipe line owners with space and ventilation business you created meet their needs etc.--

Describe the real time technical skills you have acquired (*in terms of the job-related skills and hands on experience*)

The indeed editorial team comprises a diverse and talented term of writers, researchs and subject matters experts equipped with indeeds data and insights to deliver useful tips to help guide your career journey technical skills are qualities acquire by using and gaining expertise in performing physical or digital takes. There are many different kinds of technical skills. Traditionally, people working in mathematics, computer science, mechanics and information technology house used many to many technical skills today, however, many more industries relay on employee with that knowledge - for example, retail and food services workers often need to know how to use point of sale software some specific examples of technical skills might include examples of :-

1) Programming languages

2) Common operating systems

3) Software proficiency

4) Technical writing

5) Project management

6) Data analysis

\# A very widely between industry and job type for computer programmes knowledge of various coding language is considered a technical skill customer service representation may need technical skills relating to management and telephone systems techers might need technical skills.

related to instructional technologies and software applications ranging from student behaviour monitoring to grading. They are very important because nearly every job relies on different tools. If you have Sought after technical language and Skills Common in your industry. Excellent Customer Service has Skillful handling of tools and heavy technical and practical Success of hands of the experiment.

Describe the managerial skills you have acquired (*in terms of planning, leadership, team work, behaviour, workmanship, productive use of time, weekly improvement in competencies, goal setting, decision making, performance analysis, etc.*)

A good manager has all the skills and can implement those skills for running the organisation properly. There are file managerial skills they are technical skills, conceptual skills, interpersonal and communicational skills, decision making skills accountant, engineer, surgeons all have their technical skills for effective task performance for example mechanical work with tools and their supervisions should have the ability to teach them how to use those tools. Simplify, accountants apply specific techniques in doing their job. Their skill is most necessary and valuable at a supervisory level of first level management a manager is a must in communication skill. The manager must be able to conver ideas and information to others effectively. A manager's job is to control the subordinates and gives high level managers (or) adminstrations information about what's going on.

In simple words, a manager's job is to make decisions that will lead the organisation to the attainment is goals. Decision making skill is the skill that makes a manager able to recognize opportunties and threat and then select an appropriate course of action.

to tackle them effectively so that the organization can benefits them, approaches selecting managers are not always going to make the best descision.

Describe how you could improve your communication skills (*in terms of improvement in oral communication, written communication, conversational abilities, confidence levels while communicating, anxiety management, understanding others, getting understood by others, extempore speech, ability to articulate the key points, closing the conversation, maintaining niceties and protocols, greeting, thanking and appreciating others, etc.,*)

Communication Skill is one of the improvement in oral communication is the ability to communication successful something that is natural part of human personality (or) Something you can leave? Many believe it is a mixture of both in written communication some greatest communications in history do seem to have been "born" speakers and conversational abilities, delivery and words leave in indeliable stamp we have to Speaks someone may be have fully confidence levels while communicating and anxiety management to improve your communication skill will all understanding others in each other to get understood by others in each a multitude of their character. Extempore speech and ability to aticulate the key points, to close the conversation to maintain and the protocols. understood your emotional quotient to communicate well, you must first understand yourself and how you react things by cultivating honest self-awareness, you will be able to become more emotionally stable and that be useful for improving your interactions with other people communication and there by, your communication skill to generate

Great some thing and thanking and appreciating by the other people Communication techniques to get the most out of the your improve yours professional Skills.

Describe how could you could enhance your abilities in group discussions, participation in teams, contribution as a team member, leading a team/activity.
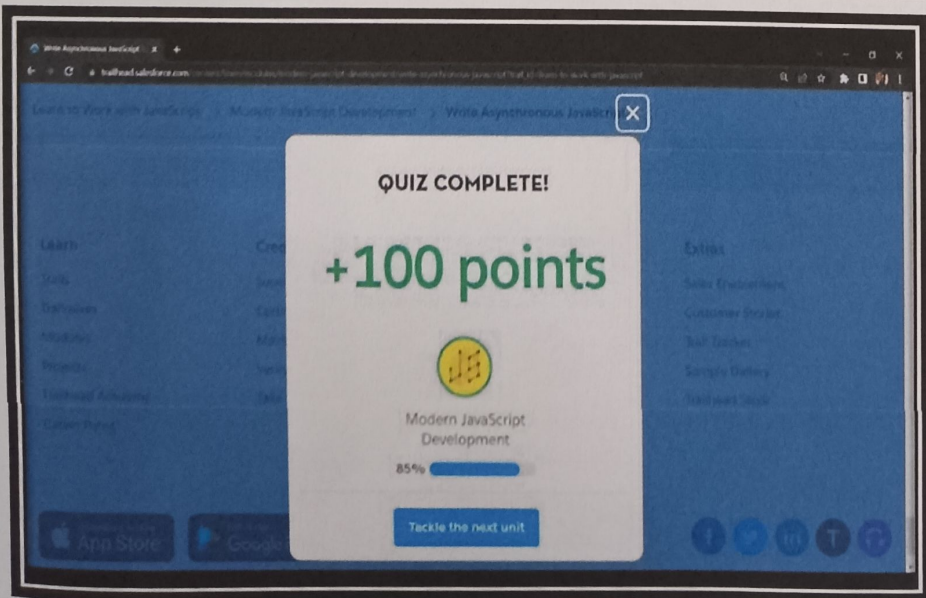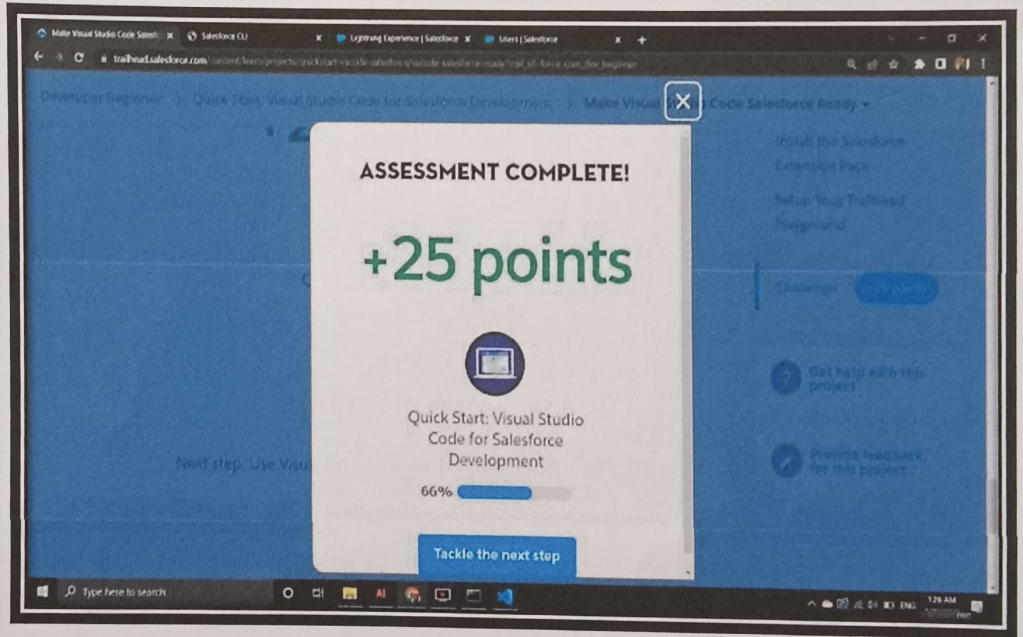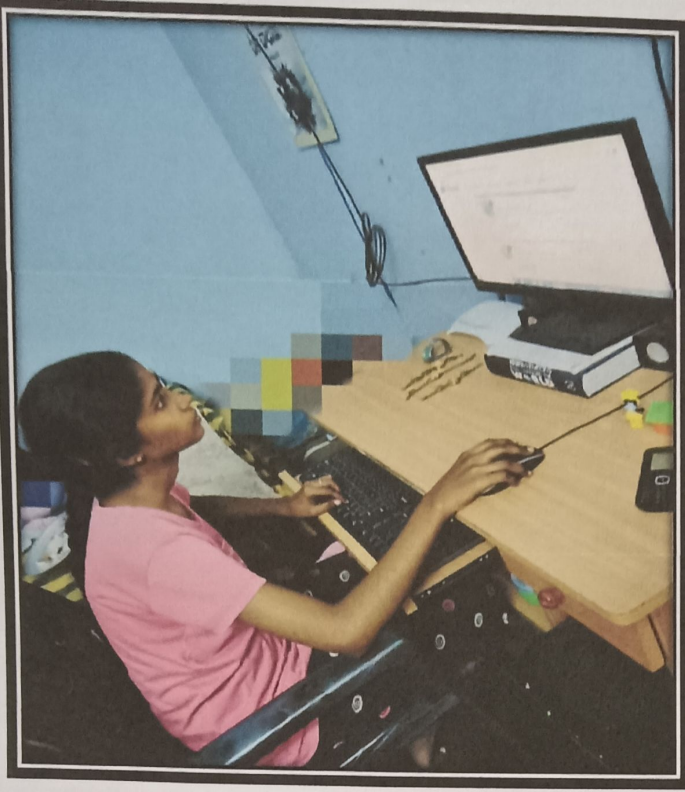
Leading a team, wether it consists of 10 team members or 100, is never easy. Grouping different types of people with different can often lead to clashes, miscommunication and can impact work place productivity so much, so that it can drive your crazy. However, if handled with little task you can make your team accomplish great professional goals getting them on the same page is diffrent, but making them work in unism to achieve a common goal is no small feat. No matter how productive your team is, there are always to be incorporated to take work place productivity to a whole new level. The best leaders in the business understand the power of owner ship. Giving ownership to the team members means nothing but letting them make their own decisions and making them accountable for their own decisions and their for his work induces a Sense of responsibility in him regarding his work. Induces a he starts to see his work differently so that his decisions can impact the performance of the entire team. Now, giving ownership can take different forms like leading a project, handling the responsibility of a task. It shows that you have entrusted your

team members and their Capabilities to address a specific job and when you do this you realize that there is nothing more powerful then building some one's self-esteem in our organization a lot of successful business thrive on effective communication Now a project manager must ensure effective communicate prevails in a team.
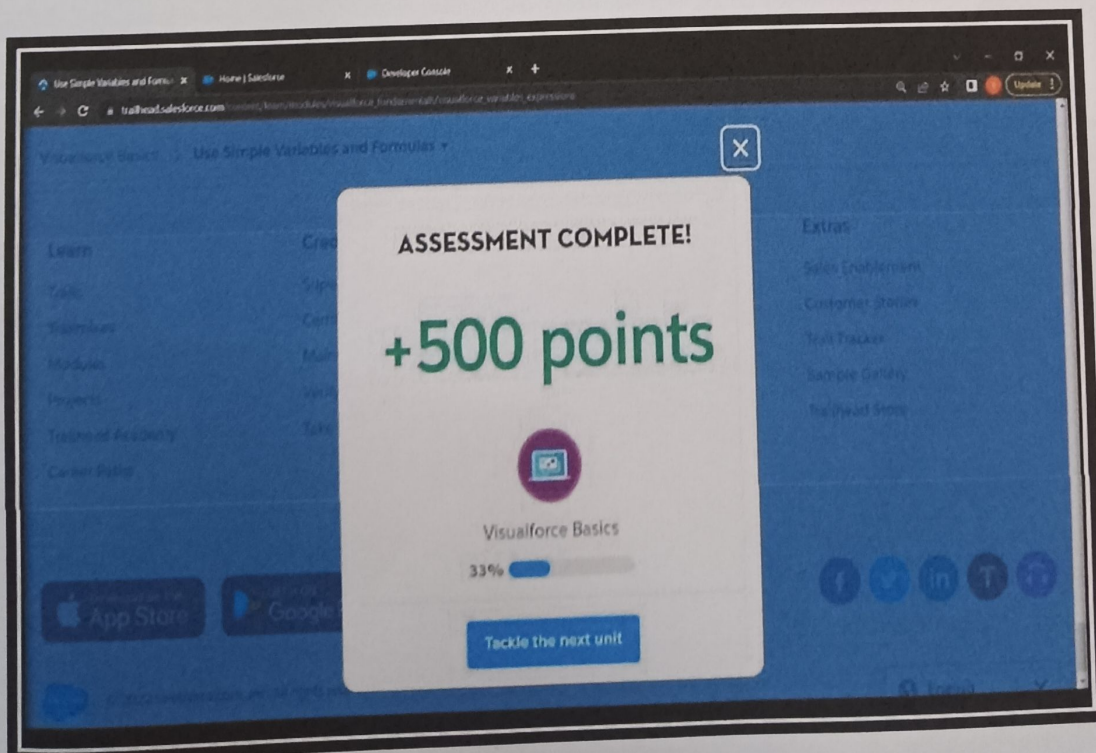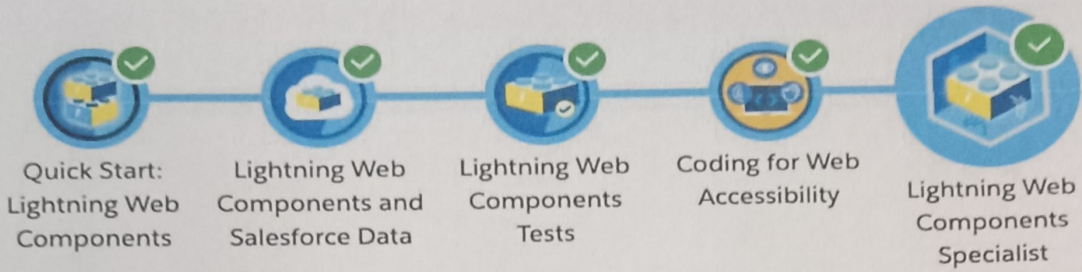
Technology is changing the way organizations and their employees need to accomplish their work. Empirical evidence on this topic is scarce the aim of this study is to provide on overview of the effects of technological developments on work characterstics and to derive the implications for work demands and Continuous vocational education and training (CVET) what are the implications there of for continuous vocational education and training & technologies, defend as digital, electrical or mechanical tools that affects the accomplishment of works tasks are considered in various disciplines, such as sociology or psycology. A theoretical framework based on theories from these disciplines was developed and statements on the relationship between technology and work charatcristics twenty one studies met the conclusion criteria empirical evidence was extracted and its implications for work demand and CVET were derived by using a model that illustrance the comporments of learning Environments. Evidence indicates the increase in complexity and mental work, especially while working automated systems and robots. Manual work is reported to decrease

On many occassions work load and work flow interruptions increase simultaneously with autonomy regards to digital communication devices. Role exceptions and opportunities for development depend on how the profession and technology. relate to each other. when working with automated Systems about knowledge, skills for self and time management for further professional career development.

ASSESSMENT COMPLETE!

+25 points

Quick Start: Visual Studio
Code for Salesforce
Development

66%

Tackle the next step

QUIZ COMPLETE!

+100 points

Modern JavaScript
Development

85%

Tackle the next unit

Prerequisites

| Quick Start: Lightning Web Components | Lightning Web Components and Salesforce Data | Lightning Web Components Tests | Coding for Web Accessibility | Lightning Web Components Specialist |

ASSESSMENT COMPLETE!

+500 points

Visualforce Basics

33%

Tackle the next unit

Prerequisites

Data Standardization Superbadge Unit — Data Validation Superbadge Unit — Formulas Superbadge Unit — Data Quality Specialist Superbadge

WOOHOO!

Developer Console Basics

You've got a shiny new badge. Now tell the world about it!

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1-800-664-9073

EUNICE GURINDAPALLI
Salesforce developer at Smartinternz
Andhra Pradesh, India

Trailhead

MOUNTAINEER

| 47 | 53,650 | 6 |
| Badges | Points | Trails |

Certifications

EVALUATION

Student Self Evaluation of the Short-Term Internship

Student Name: Gurindapalli. Eunice   **Registration No:** Y213158006

Term of Internship: **From:** May   **To:** July

Date of Evaluation:

Organization Name & Address: Smart Intern.

Please rate your performance in the following areas:

Rating Scale: Letter grade of CGPA calculation to be provided

#	Area					
1	Oral communication	1	2	3	(4)	5
2	Written communication	1	2	3	4	(5)
3	Proactiveness	1	2	3	4	(5)
4	Interaction ability with community	1	2	3	(4)	5
5	Positive Attitude	1	2	3	4	(5)
6	Self-confidence	1	2	3	4	(5)
7	Ability to learn	1	2	3	(4)	5
8	Work Plan and organization	1	2	3	4	(5)
9	Professionalism	1	2	3	(4)	5
10	Creativity	1	2	3	4	(5)
11	Quality of work done	1	2	3	4	(5)
12	Time Management	1	2	3	(4)	5
13	Understanding the Community	1	2	3	4	(5)
14	Achievement of Desired Outcomes	1	2	3	(4)	5
15	**OVERALL PERFORMANCE**	1	2	3	4	(5)

G. Eunice.
Signature of the Student

Date:

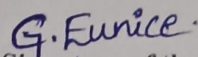# Evaluation by the Supervisor of the Intern Organization

Student Name: Gurindapalli. Eunice   Registration No: Y213158006

Term of Internship: From: May   To: July

Date of Evaluation:

Organization Name & Address: Smart Intern.

Name & Address of the Supervisor   Mrs. k. vidhyadhari?
with Mobile Number

Please rate the student's performance in the following areas:

Please note that your evaluation shall be done independent of the Student's self-evaluation

Rating Scale: 1 is lowest and 5 is highest rank

1	Oral communication	1	2	3	4	(5)
2	Written communication	1	2	3	(4)	5
3	Proactiveness	1	2	3	4	(5)
4	Interaction ability with community	1	2	3	4	(5)
5	Positive Attitude	1	2	3	4	(5)
6	Self-confidence	1	2	3	4	(5)
7	Ability to learn	1	2	3	(4)	5
8	Work Plan and organization	1	2	3	(4)	5
9	Professionalism	1	2	3	4	(5)
10	Creativity	1	2	3	4	(5)
11	Quality of work done	1	2	3	(4)	5
12	Time Management	1	2	3	4	(5)
13	Understanding the Community	1	2	3	4	(5)
14	Achievement of Desired Outcomes	1	2	3	(4)	5
15	OVERALL PERFORMANCE	1	2	3	4	(5)

K.Vidyadhari
Signature of the Supervisor

Date:

Page No:

INTERNAL ASSESSMENT STATEMENT

Name Of the Student: Gurindapalli. Eunice

Programme of Study: B.sc [BBC]

Year of Study:

Group: B.sc. Biotechnology.

Register No/H.T. No: Y213158006

Name of the College: st.Ann's college for women.

University: Aacharya Nagarjuna University

Sl.No	Evaluation Criterion	Maximum Marks	Marks Awarded
1.	Activity Log	25	25
2.	Internship Evaluation	50	50
3.	Oral Presentation	25	25
	GRAND TOTAL	100	100

K. Vidyadhari

Date: Signature of the Faculty Guide

Certified by

K. Vidyadhari

Date: 28/8/2023   Signature of the Head of the Department/Principal

Seal:

PRINCIPAL
St. Ann's College for Women
GORANTLA, GUNTUR-522 034

Page No: