



# KLS Vishwanathrao Deshpande Institute of Technology

(NAAC Accredited with 'A' Grade)  
(Approved by AICTE, New Delhi. Affiliated to VTU, Belagavi)  
(Recognized Under Section 2(f) by UGC, New Delhi)  
Udyog Vidya Nagar, Haliyal – 581329, Dist.: Uttara Kannada  
Phone: 08284-221409  
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## Department of Computer Science & Engineering “Salesforce Essentials : The Power Behind the World’s Leading CRM” Pre event

**Date:** 21/11/2025

**Venue:** Visveswarya Seminar Hall, KLS VDIT Haliyal

**Resource person name & affiliation:** Mrs. Rasika Hange - Kulkarni , Senior Salesforce Quality analyst, Docusign Bangalore

**Beneficiaries:** 88 Students of 3<sup>rd</sup> semester Students.


### PO mapping:

Sl. No	PO/PSO mapped	Level	Justification
01	PO 1	2	The talk gives a basic understanding of Salesforce Essentials and its use in managing customer relationships.
02	PO 5	2	Cloud-based tools like Salesforce provide advantages such as scalability, real-time access, and cost efficiency over traditional CRM systems.
03	PO 6	2	Effective use of CRM systems improves customer satisfaction and builds trust between businesses and society.
04	PO10	2	CRM tools help improve communication by enabling better interaction and timely response to customer needs.
05	PO12	2	Salesforce certifications support continuous learning and enhance career growth opportunities.

### Feedback questions:

1. Did talk gives basic understanding of what Salesforce Essentials is and what it is used for? (PO1)
2. Is their advantages of using Cloud-based tools like Salesforce over traditional CRM systems (PO5)
3. How does effective use of CRM systems impact customer satisfaction and societal trust in businesses? (PO6)
4. How can CRM tools improve communication between businesses and customers? (PO10)
5. How can platforms Salesforce certifications support continuous learning and career growth? (PO12)

  
Event Coordinator

  
HOD  
Computer Science & Engineering  
KLS Vishwanathrao Deshpande  
Institute of Technology, Haliyal.

  
Principal

### Feedback summary:

PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2
2.5				2.44	2.55				2.53		2.55	2.47	

### PO attainment:



PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2
1.6				1.62	1.7				1.68		1.7	1.64	

  
Event Coordinator


  
HOD  
Computer Science & Engineering  
KLS Vishwanathrao Deshpande  
Institute of Technology, Haliyal.

  
Principal

Gallery




 **KLS V D I T**   
1039 Haliyal, Uttara Kannada Dist. Karnataka - 581 329 2004  
Transforming Through Technology

Department of CSE and CSE(AIML)  
organises  
**Online Technical Talk on**

  
**"Salesforce Essentials: The Power Behind the World's Leading Cloud-based CRM"**

In association with

**Rasika Hange - Kulkarni**  
Senior Salesforce Quality Analyst, DocuSign Bangalore


  

21/11/2025 at 2 pm in the seminar Hall

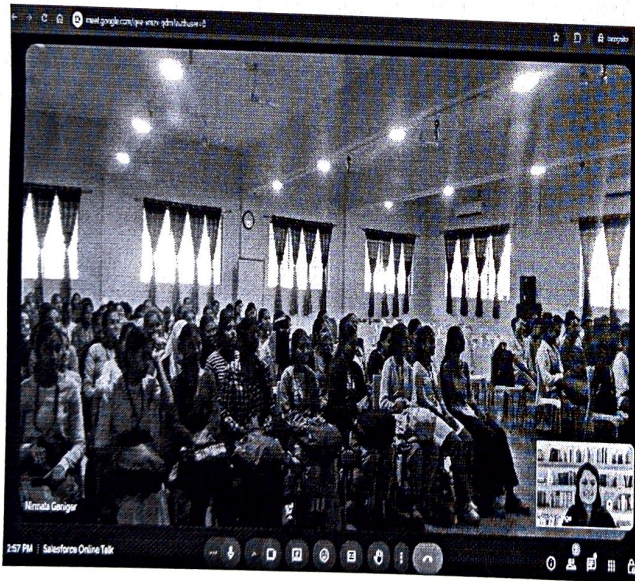
Prof. Nirmala Ganiger  
Prof. Ekala Shanbhag  
Event coordinator

Dr. Venkatesh Shankar  
Dr. Poornima Ralkar  
Head of the Departments

Dr. V. A. Kulkarni  
Principal



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*Ganiger*

*Computer Science & Engineering*  
*KLS Vishwanathrao Deshpande*  
*Institute of Technology, Haliyal*



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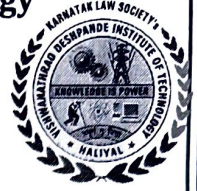
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### Report on Salesforce Essentials : The Power Behind the World's Leading CRM

S/no	Timestamp	USN	Name of the student	PO1	PO5	PO6	PO 10	PO 12
1	2025/11/25 3:59:17 PM GMT+5:30	2VD24CS048	Manesh M V	3	2	2	3	3
2	2025/11/25 4:00:50 PM GMT+5:30	2VD23CS069	Sneha Chinamalli	2	2	2	2	2
3	2025/11/25 4:01:32 PM GMT+5:30	2VD24CS011	Akshata.H.	3	3	3	3	3
4	2025/11/25 4:06:18 PM GMT+5:30	2VD24CS025	Dinesh G Poojar	2	2	3	2	2
5	2025/11/25 4:14:02 PM GMT+5:30	2VD24CS060	Nidhi Shet	3	3	3	3	3
6	2025/11/25 4:14:53 PM GMT+5:30	2VD24CS028	Harshini H Annigeri	2	2	2	2	2
7	2025/11/25 4:14:58 PM GMT+5:30	2VD24CS023	Bhoomika Patil	2	2	3	2	2
8	2025/11/25 4:15:09 PM GMT+5:30	2VD24CS018	Aruna Naragund	2	1	2	2	2
9	2025/11/25 4:22:04 PM GMT+5:30	2VD24CS021	Babyhajar M S	3	2	3	3	3
10	2025/11/25 4:28:22 PM GMT+5:30	2VD24CS404	Manjunath Badiger	3	3	3	3	3
11	2025/11/25 4:30:23 PM GMT+5:30	2VD24CS045	Malaprabha H C	3	3	3	3	3
12	2025/11/25 4:48:12 PM GMT+5:30	2VD23CS079	Sushant S Ladge	3	3	3	3	3
13	2025/11/25 4:55:13 PM GMT+5:30	2VD24CS016	Ankita Deshpande	2	2	2	2	2
14	2025/11/25 4:55:27 PM GMT+5:30	2VD24CS012	Akshata Mulkipatil	2	2	2	2	2
15	2025/11/25 5:09:41 PM GMT+5:30	2VD24CS033	Kavana Ramannavar	2	2	2	2	2
16	2025/11/25 5:15:42 PM GMT+5:30	2VD24CS014	Anjan N Pawar	3	3	2	3	2
17	2025/11/25 5:36:04 PM GMT+5:30	2VD24CS024	Blessica Fernandes	3	3	3	3	3
18	2025/11/25 5:40:27 PM GMT+5:30	2VD24CS057	Nandan Shinganalli	3	3	3	3	2
19	2025/11/25 5:51:13 PM GMT+5:30	2VD24CS055	Nagamani Gudi	2	2	2	2	2
20	2025/11/25 6:04:15 PM GMT+5:30	2VD24CS003	Abhishek Bhandari	3	3	3	3	2
21	2025/11/25 6:05:44 PM GMT+5:30	2VD24CS036	Keerti Gundupkar	3	3	3	3	3
22	2025/11/25 6:17:09 PM GMT+5:30	2VD24CS032	Kamala Basavaraj H	2	2	2	2	2
23	2025/11/25 6:18:06 PM GMT+5:30	2VD24CS409	Varsha Nhavi	2	2	3	3	2
24	2025/11/25 6:26:54 PM GMT+5:30	2VD24CS049	Manoj Hebballi	2	2	2	2	2
25	2025/11/25 6:28:46 PM GMT+5:30	2VD24CS041	Laxmi Naik	2	3	2	2	2
26	2025/11/25 6:32:09 PM GMT+5:30	2VD24CS035	Keerti Anil Yallal	3	3	2	3	3
27	2025/11/25 6:33:11 PM GMT+5:30	2VD24CS030	Heena Kousar M D	3	3	3	3	3
28	2025/11/25 7:03:29 PM GMT+5:30	2VD24CS001	Aadishesh Patil	3	3	3	3	3

29	2025/11/25 7:09:20 PM GMT+5:30	2VD24CS031	Ishwari S Nayak	2	2	3	2	2
30	2025/11/25 8:16:21 PM GMT+5:30	2VD24CS010	Akshata G R	2	2	3	2	2
31	2025/11/25 8:18:59 PM GMT+5:30	2VD24CS052	Mohammed Rizwan	2	2	2	2	3
32	2025/11/25 8:30:25 PM GMT+5:30	2VD24CS051	Md Nayeem M M	2	2	1	1	2
33	2025/11/25 10:07:44 PM GMT+5:30	2VD23CS056	Sagar Kushalapur	2	2	2	3	3
34	2025/11/25 10:07:55 PM GMT+5:30	2VD23CS024	Maruti B B	2	3	2	2	3
35	2025/11/25 10:10:57 PM GMT+5:30	2VD23CS054	Rohit S Shighihalli	2	2	3	3	2
36	2025/11/25 10:13:29 PM GMT+5:30	2VD23CS058	Samarth Koti	3	3	3	3	3
37	2025/11/25 11:21:14 PM GMT+5:30	2VD24CS019	Ashrit Hegde	2	3	2	2	3
38	2025/11/26 11:35:50 AM GMT+5:30	2VD24CS063	Niyaz Murtujasab M	3	2	3	3	3
39	2025/12/01 12:42:14 PM GMT+5:30	2VD24CS068	Rakshitha.K	2	2	2	2	2
40	2025/12/01 12:42:20 PM GMT+5:30	2VD24CS095	Shweta Metagudda	3	3	3	3	3
41	2025/12/01 12:42:33 PM GMT+5:30	2VD24CS108	Tejashwini K	3	3	3	3	3
42	2025/12/01 12:42:34 PM GMT+5:30	2VD24CS096	Sneha Devagiri	3	3	3	3	3
43	2025/12/01 12:42:35 PM GMT+5:30	2VD24CS076	Sajjad Ahmad P	3	3	3	3	3
44	2025/12/01 12:42:48 PM GMT+5:30	2VD24CS081	Sanjana M Kambar	2	2	3	3	3
45	2025/12/01 12:43:02 PM GMT+5:30	2VD24CS102	Sukanya	3	3	3	3	3
46	2025/12/01 12:45:09 PM GMT+5:30	2VD24CS072	Rutuja S Kulkarni	2	2	2	2	2
47	2025/12/01 12:45:22 PM GMT+5:30	2VD24CS085	Sarita Subhas H	2	2	2	2	3
48	2025/12/01 12:45:37 PM GMT+5:30	2VD24CS066	Radhika C Kundagol	2	2	2	1	2
49	2025/12/01 12:52:25 PM GMT+5:30	2VD24CS115	Vanishree K	2	1	1	1	1
50	2025/12/01 12:56:16 PM GMT+5:30	2VD24CS106	Tanu Gondi	3	3	3	3	3
52	2025/12/01 12:59:31 PM GMT+5:30	2VD24CS120	Vinayak Jogoji	3	3	3	3	3
53	2025/12/01 12:59:50 PM GMT+5:30	2VD24CS101	Soumya Poojari	2	2	2	3	3
54	2025/12/01 1:00:59 PM GMT+5:30	2VD24CS107	Tarun Jain	3	3	3	3	3
55	2025/12/01 1:03:16 PM GMT+5:30	2VD24CS078	Samrudhi Sadashiv	2	2	3	3	2
56	2025/12/01 1:05:02 PM GMT+5:30	2VD24CS104	Sumedha Kulkarni	3	3	3	3	3
57	2025/12/01 1:05:03 PM GMT+5:30	2VD24CS114	Vaibhavi Uday Giri	3	3	3	3	3
58	2025/12/01 1:06:50 PM GMT+5:30	2VD24CS093	Shrinidhi M Pattar	3	3	3	3	3
<b>Average</b>				<b>2.5</b>	<b>2.44</b>	<b>2.55</b>	<b>2.53</b>	<b>2.55</b>

*Signature*

*Signature*

**HOD**  
**Computer Science & Engineering**  
**S. S. Vishwanathrao Deshpande**  
**College of Technology, Malgaon**

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING

DATE :- 21-11-2025

SEM :- 3<sup>rd</sup> sem A-div

## Attendance Sheet

### "Online Technical Talk on Salesforce Essentials :The Power Behind the World's Leading Cloud-based CRM"

R.No.	USN	NAME	SIGNATURE
1	2VD23CS017	JYOTI V SUSIMATH	<i>Jyoti</i>
2	2VD23CS028	MRUNMAYI LAXMESHWAR	<i>Mrunmayi</i>
3	2VD23CS039	PARASHURAMA	<i>P</i>
4	2VD23CS057	SAMARTH JOSHI	<i>S</i>
5	2VD23CS079	SUSHANT S LALGE	
6	2VD24CS001	AADISHESH B PATIL	<i>Ad.</i>
7	2VD24CS002	ABHISHEK B YARIHAKKAL	
8	2VD24CS003	ABHISHEK P BHANDARI	
9	2VD24CS004	ADITYA KRISHNA SHINDHE	<i>Aditya</i>
10	2VD24CS005	ADITYA N AMBADAGATTI	
11	2VD24CS006	ADITYAGOUDA R NAIKPATIL	<i>Aditya</i>
12	2VD24CS007	AFREEN P	<i>Afreen</i>
13	2VD24CS008	AHALYA B GADAGAKAR	<i>Ahalya</i>
14	2VD24CS009	AKASH P HAVERI	
15	2VD24CS010	AKSHATA G ROTTIGAWAD	<i>Akshata</i>
16	2VD24CS011	AKSHATA HIREGOUDAR	<i>Akshata</i>
17	2VD24CS012	AKSHATA S MULKIPATIL	<i>Akshata</i>
18	2VD24CS013	AMOGH SHRISHAIL YADOGI	<i>Amogh</i>
19	2VD24CS014	ANJAN N PAWAR	<i>Anjan</i>
20	2VD24CS015	ANJANA KEDARI INGOLE	<i>Anjana</i>
21	2VD24CS016	ANKITA BALESH DESHPANDE	<i>Ankita</i>
22	2VD24CS017	ANURAG MANE	<i>Anurag</i>
23	2VD24CS018	ARUNA S NARAGUND	<i>Aruna</i>
24	2VD24CS019	ASHRIT HEGDE	<i>Ashrit</i>
25	2VD24CS020	AYESHA S JAMADAR	<i>Ayesha</i>
26	2VD24CS021	BABYHAR M SAVANUR	<i>Babyhar</i>
27	2VD24CS022	BHAVYA VINAYAK HANAGAL	<i>Bhavya</i>
28	2VD24CS023	BHOOMIKA PATIL	<i>Bhoomika</i>
29	2VD24CS024	BLESSICA S FERNANDES	<i>Blessica</i>
30	2VD24CS025	DINESH G POOJAR	<i>Dinesh</i>
31	2VD24CS026	FATIMA D GORI	<i>Fatima</i>
32	2VD24CS027	HARSH AGARWAL	<i>Harsh</i>
33	2VD24CS028	HARSHINI H ANNIGERI	<i>Harshini</i>
34	2VD24CS029	HARSHITA ASHOK PAGAD	<i>Harshita</i>
35	2VD24CS030	HEENA KOUSAR M	<i>Heena</i>
36	2VD24CS031	ISHWARI S NAYAK	<i>Ishwari</i>
37	2VD24CS032	KAMALA BASAVARAJ HALLUR	<i>Kamala</i>
38	2VD24CS033	KAVANA RAMANNAVAR	<i>Kavana</i>

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R.No.	USN	NAME	SIGNATURE
39	2VD24CS034	KAVERI J HARWADEKAR	
40	2VD24CS035	KEERTI ANIL YALLAL	
41	2VD24CS036	KEERTI UMESH GUNDUPKAR	
42	2VD24CS037	KISHAN M SANDIMANI	
43	2VD24CS038	KRUTIKA YALIGAR	
44	2VD24CS039	KUSHAL SHIVAJI SHINDE	
45	2VD24CS040	LAVANYA S SARAWADE	
46	2VD24CS041	LAXMI VENKAPPA NAIK	
47	2VD24CS042	M NIVEDITA	
48	2VD24CS043	M SOUMYASHREE	
49	2VD24CS044	MADEEN-ROSHAN V SHAIKH	
50	2VD24CS045	MALAPRABHA H CHUNGADI	
51	2VD24CS046	MALIKA MAKANDAR	
52	2VD24CS047	MALLIKARJUN I HALEMANI	
53	2VD24CS048	MANESH MALATESH VALMIKI	
54	2VD24CS049	MANOJ HEBBALLI	
55	2VD24CS050	MANOJ GIRIYAL	
56	2VD24CS051	MOHAMMED NAYEEM MULLA	
57	2VD24CS052	MOHAMMED RIZWAN R M	
58	2VD24CS053	MOHAMMED ZAID HUILGOL	
59	2VD24CS054	MUKESH KUMAR S GHANCHI	
60	2VD24CS055	NAGAMANI GUDI	
61	2VD24CS056	NAGARAJ J KUNDAGOL	
62	2VD24CS057	NANDAN SHINGANALLI	
63	2VD24CS058	NANDINI SURESH KURDEKAR	
64	2VD24CS059	NAVAMI S KULKARNI	
65	2VD24CS060	NIDHI NAGARAJ SHET	
66	2VD24CS061	NIKHIL MAHESH HATTI	
67	2VD24CS062	NIKHIL SANJEEV PATIL	
68	2VD24CS063	NIYAZ MURTUJASAB MOMIN	
69	2VD24CS064	NUZHAT G ADONI	
70	2VD24CS065	PRATHAM S SUNADALE	

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**DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING**

DATE :- 21-11-2025  
 SEM :- 3<sup>rd</sup> sem B-div

## Attendance Sheet

### "Online Technical Talk on Salesforce Essentials :The Power Behind the World's Leading Cloud-based CRM"

R.No.	USN	NAME	SIGNATURE
71	2VD24CS066	RADHIKAC KUNDAGOL	Radhika
72	2VD24CS067	RAJENDRA MARUTI MADIVAL	Raj
73	2VD24CS068	RAKSHITHA K	Rakshitha
74	2VD24CS069	RASHMI M NADIGER	Rashmi
75	2VD24CS070	RITIKA G PRABHU	Ritika
76	2VD24CS071	ROHINI M KALAKUNDI	Rohini
77	2VD24CS072	RUTUJA S KULKARNI	Rutuja
78	2VD24CS073	SAHANA RAVIDAS HIREKAR	Sahana
79	2VD24CS074	SAHANA J TIGADIMATH	Sahana
80	2VD24CS075	SAHANA SURESH TULASIKAR	Sahana
81	2VD24CS076	SAJJAD AHMAD PATHAN	Sajjad
82	2VD24CS077	SAMMED P NAVALUR	Sammed
83	2VD24CS078	SAMRUDHI SHADASHIV MIRJI	Samrudhi
84	2VD24CS079	SANA INAYTBEG	Sana
85	2VD24CS080	SANIYA M MAKANDAR	Saniya
86	2VD24CS081	SANJANA M KAMBAR	Sanjana
87	2VD24CS082	SANJANA M HOSMANI	Sanjana
88	2VD24CS083	SANJANA S CHALWADI	Sanjana
89	2VD24CS084	SANKET SANJAY KALYANI	Sanket
90	2VD24CS085	SARITA SUBHAS HARIJAN	Sarita
91	2VD24CS086	SATVIK KULKARNI	Satvik
92	2VD24CS087	SEEMA NADAF	Seema Nadaf
93	2VD24CS088	SHAHIL GANAPATI MADIVAL	Shahil
94	2VD24CS089	SHASHANK S KARAKAD	Shashank
95	2VD24CS090	SHASHANK SHIVAYOGI UPPIN	Shashank
96	2VD24CS091	SHIVALINGAPPA G B	Shivalingappa
97	2VD24CS092	SHREYA KALADAGI	Shreya
98	2VD24CS093	SHRINIDHI MOHAN PATTAR	Shrinidhi
99	2VD24CS094	SHRUSTI A KULKARNI	Shruti
100	2VD24CS095	SHWETA L METAGOUDDA	Shweta
101	2VD24CS096	SNEHA DEVAGIRI	Sneha
102	2VD24CS097	SNEHA S HIREMATH	Sneha
103	2VD24CS098	SNEHA S KALASURKAR	Sneha
104	2VD24CS099	SNEHAL NANDA GHADI	Snehal
105	2VD24CS100	SOUJANYA R K	Soujanya
106	2VD24CS101	SOUMYA POOJARI	Soumya
107	2VD24CS102	SUKANYA B JAGALI	Sukanya
108	2VD24CS103	SUMADHUR P GONSALVE	Sumadhur

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R.No.	USN	NAME	SIGNATURE
109	2VD24CS104	SUMEDHA KULKARNI	<i>[Signature]</i>
110	2VD24CS105	SWAYAM S KENNURKAR	<i>[Signature]</i>
111	2VD24CS106	TANU SOMAPPA GONDI	<i>[Signature]</i>
112	2VD24CS107	TARUN JINNAPPA JAIN	<i>[Signature]</i>
113	2VD24CS108	TEJASHWINI A KANOJANAVAR	<i>[Signature]</i>
114	2VD24CS110	TUSHAR ARUN KANOJANAVAR	<i>[Signature]</i>
115	2VD24CS112	UMMEKULSUM R JAMADAR	<i>[Signature]</i>
116	2VD24CS113	UMMEAQSA MORAB	<i>[Signature]</i>
117	2VD24CS114	VAIBHAVI UDAY GIRI	<i>[Signature]</i>
118	2VD24CS115	VANISHREE K	<i>[Signature]</i>
119	2VD24CS116	VARUN PANDEY	<i>[Signature]</i>
120	2VD24CS117	VEDAVATI D DODAMANI	<i>[Signature]</i>
121	2VD24CS118	VEENA IRANNA KATHGERI	<i>[Signature]</i>
122	2VD24CS119	VINAY MALLAPPA BHAVIKATTI	<i>[Signature]</i>
123	2VD24CS120	VINAYAK MAILARAPPA JOGOJI	<i>[Signature]</i>
124	2VD24CS121	VINAYAK MANJU GOULI	<i>[Signature]</i>
125	2VD24CS122	VINEET HADIMANI	<i>[Signature]</i>
126	2VD24CS123	YASHWANTH TIMMAPUR	<i>[Signature]</i>
127	L1	ABHILASH R KULKARNI	<i>[Signature]</i>
128	L2	CHAITRA MUDIGOUDRA	<i>[Signature]</i>
129	L3	DHANARAJ Y KOTI	<i>[Signature]</i>
130	L4	GANESH RAJU RAIKAR	<i>[Signature]</i>
131	L5	GULSHAN M MULLA	<i>[Signature]</i>
132	L6	MANASA MANJUNATH DIVATE	<i>[Signature]</i>
133	L7	MANISHA HALYAL	<i>[Signature]</i>
134	L8	MANJUNATH HALASAGI	<i>[Signature]</i>
135	L9	PRAJWAL P HONNOJI	<i>[Signature]</i>
136	L10	RUTVIRAJ T ADUR	<i>[Signature]</i>
137	L11	SAIPRASAD N EWKABOTE	<i>[Signature]</i>
138	L12	SNEHA V PATIL	<i>[Signature]</i>
139	L13	TAYYABA SHEKH	<i>[Signature]</i>
140	L14	VAISHNAVI KULAM	<i>[Signature]</i>

Total Student 88.

*[Signature]*

**HOD**  
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Haliyal