

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

www.klsvdit.edu.in | principal@klsvdit.edu.in



Department of Computer Science & Engineering(AI&ML)

“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: 42 Students of CSE(AIML) 3rd 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.

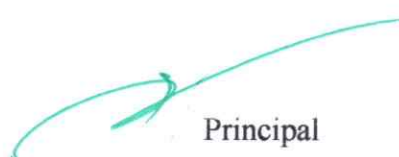
Feedback questions:

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

Post event


Principal

Feedback summary:

PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2
2.42				2.46	2.38				2.50		2.46	2.47	

PO attainment:

PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2
1.61				1.64	1.59				1.67		1.64	1.64	


Event Coordinator


HoD


Principal

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Haliyal, Uttara Kannada Dist. Karnataka – 581329

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



INSTITUTION'S INNOVATION COUNCIL

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

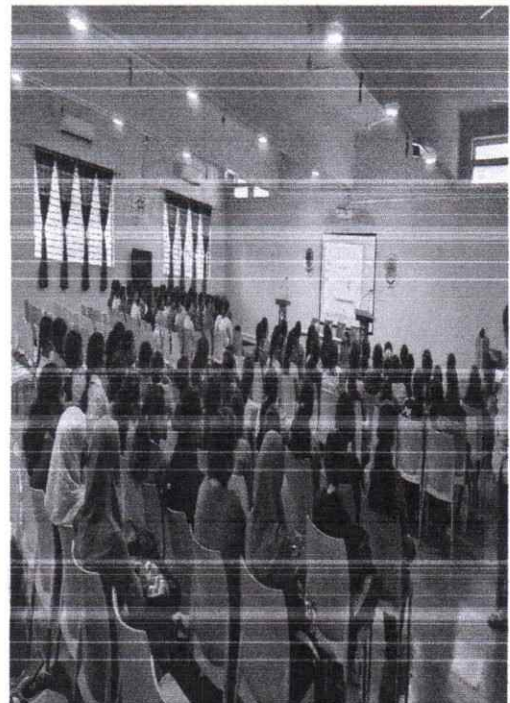
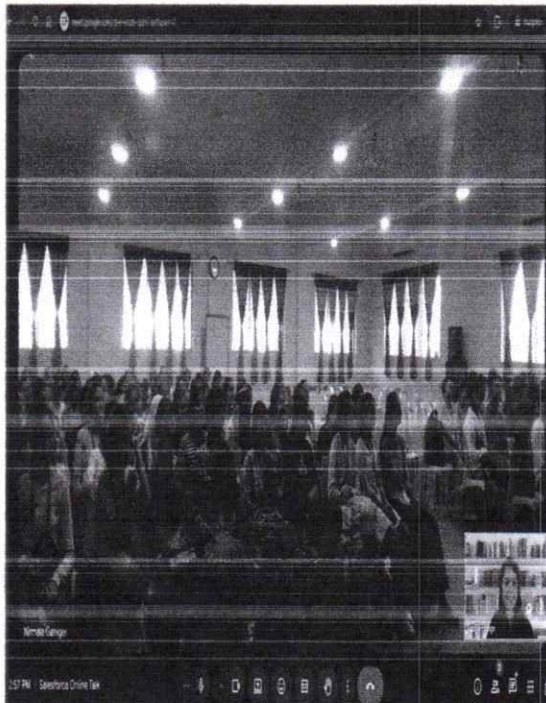
Prof. Nirmala Ganiger
Prof. Ekata Shanbhag
Event coordinator

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

Dr. V. A. Kulkarni
Principal



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Handwritten signature: P. Palani

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DEPARTMENT OF COMPUTER SCIENCE AND ENGINEERING (AIML)



Date: 21-11-2025

Sem: 3rd

Technical talk on “Salesforce Essentials: The Power Behind the World’s leading CRM ”

Sl.no	USN	Student name	Sign
1	2VD23CI029	PRJWAL PATIL	
2	2VD23CI037	RAHUL PEDNEKAR	
3	2VD24CI001	ABHISHEK BHASKAR NAIK	<i>Abhishek</i>
4	2VD24CI002	ADITYA RAVI NAYAK	<i>Aditya</i>
5	2VD24CI003	ADITYA RAMADAS GAVADA	
6	2VD24CI004	ADITYASING S KATTIMANI	
7	2VD24CI005	ANANYA MADIVALAR	<i>Ananyam</i>
8	2VD24CI006	AVANI BHUJANGA SHETTY	<i>Avani</i>
9	2VD24CI007	BEERU THORAT	
10	2VD24CI008	CHAITRA C HANCHINAL	<i>Chaitra</i>
11	2VD24CI009	CHARAN C NAIK	
12	2VD24CI010	CHETAN ADDI	<i>Chetan</i>
13	2VD24CI011	DHARMESH RRANA	<i>Dharmesh</i>
14	2VD24CI012	KALMESH BASAVARAJ KALE	<i>Kalmesh</i>
15	2VD24CI013	KAVNA MANJUNATH SHETTI	<i>Kavna</i>
16	2VD24CI014	KAVYA S LAKADE	
17	2VD24CI015	KAVYA SHANKAR PATIL	<i>Kavya</i>
18	2VD24CI016	KEERTHANA PARASHURAM B	
19	2VD24CI017	KEERTI PANDAPPA SHIROL	<i>Keerti</i>
20	2VD24CI019	KIRAN K N	
21	2VD24CI020	LALITSINGH RATHODE	<i>Lalith</i>
22	2VD24CI021	MANISHA S KATTIMANI	<i>Manish</i>
23	2VD24CI023	MUDASEERKHAN KITTUR	
24	2VD24CI024	NEEL S POTDAR	<i>Neel</i>
25	2VD24CI025	NEHA JAYANAND DEREKAR	<i>Neha</i>
26	2VD24CI026	NIRMALA ISHWAR GOUDA	<i>Nirmala</i>
27	2VD24CI027	NODITA MANJUNATH SHET	<i>Nodita</i>
28	2VD24CI029	PRATIKSHA JSKET	<i>Pratiksha</i>
29	2VD24CI030	PREETHAM MBALEKUNDRI	<i>Preetham</i>
30	2VD24CI031	R PRADEEP	
31	2VD24CI032	RADHIKA VKUMBAR	<i>Radhika</i>



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32	2VD24CI033	RAGHUVVEER R K	
33	2VD24CI034	RAKSHITA K KURLAGERI	
34	2VD24CI035	REVATI KRISHNA PATIL	
35	2VD24CI036	ROHINI SHIVANANDA WALI	
36	2VD24CI037	SAHEBA M SINDOLI	
37	2VD24CI038	SANCHITA PRAKASH NAIK	
38	2VD24CI039	SANJANA BALANAGOUDAR	
39	2VD24CI041	SHAHISTA N. PATHAN	
40	2VD24CI042	SHARON S DEVADAN	
41	2VD24CI043	SHASHANK R SHEBANNAVAR	
42	2VD24CI044	SHIVANI BHUJANGA SHETTY	
43	2VD24CI045	SHREYA AMRUT KATIGAR	
44	2VD24CI046	SHRIRAKSHA	
45	2VD24CI048	SNEHA ASHOK HUBBALLI	
46	2VD24CI049	SNEHA N JOSHI	
47	2VD24CI050	SOHAIB DONI	
48	2VD24CI052	SURAJ CHANDRKANT MUTAGI	
49	2VD24CI054	T SIRISHA SHARNAPPA	
50	2VD24CI055	TAMANNA PATEL	
51	2VD24CI056	TANISHKA J RATHORE	
52	2VD24CI057	TEJASWINI GAMANAGATTI	
53	2VD24CI058	VARSHA M	
54	2VD24CI059	VEDANT AKHANAPURKAR	
55	2VD24CI060	VISHALGOUDA S PATIL	
56	L1	NAVEEN UMESH KANAKGIRI	
57	L2	ANUP V BANDIVADDAR	
58	L3	POOJA BASAPPA TEGNAL	
59	L4	DEEPAK S PATIL	
60	L5	PRJWAL P GIRI	
61	L5	SANAT GOVINDRAY MESTA	
62	L7	NINAD R BABLESHWAR	
63	L8	SANJAY UMESH GANIGER	
64	2VD24CI040	SELVINA ANDRADE	
65	2VD24CI028	POORVI S HONWADMATH	
66	2VD24CI053	SUSANNA A DIGGEKAR	



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

Sno	Timestamp	USN	Name of the student	PO1	PO5	PO6	PO 10	PO 12	
1	2025/12/02 3:49:53 PM GMT+5:30	2VD24CI055	Tamanna Abdul Sattar Patel	3	3	3	3	3	
2	2025/12/02 3:51:07 PM GMT+5:30	2VD24CI041	Shahista Pathan	3	3	3	3	3	
3	2025/12/02 3:52:14 PM GMT+5:30	2VD24CI044	Shivani	2	2	2	2	2	
4	2025/12/02 3:52:21 PM GMT+5:30	2VD24CI046	Shriraksha	2	2	2	2	2	
5	2025/12/02 3:52:22 PM GMT+5:30	2VD24CI006	Avani	2	2	2	2	2	
6	2025/12/02 3:52:30 PM GMT+5:30	2VD25CI405	PRAJWAL GIRI	2	2	2	2	2	
7	2025/12/02 3:54:41 PM GMT+5:30	2VD24CI036	Rohini wali	2	2	2	2	2	
8	2025/12/02 3:56:20 PM GMT+5:30	L3	Pooja	2	2	1	2	2	
9	2025/12/02 4:00:30 PM GMT+5:30	2VD24CI039	SANJANA BALANAGOUDAR	2	2	2	2	2	
10	2025/12/02 4:01:51 PM GMT+5:30	2VD24CI027	NODITA M SHET	3	3	3	3	3	
11	2025/12/02 4:02:37 PM GMT+5:30	2VD24CI027	NODITA M SHET	3	3	3	3	3	
12	2025/12/02 4:04:15 PM GMT+5:30	2VD24CI025	Neha Jayanand Derekar	3	3	3	3	3	
13	2025/12/02 4:07:27 PM GMT+5:30	2VD24CI049	Sneha Narottam Joshi	3	3	3	3	3	
14	2025/12/02 4:09:22 PM GMT+5:30	2VD24CI056	TANISHKA	3	2	3	2	3	
15	2025/12/02 4:09:48 PM GMT+5:30	2VD24CI011	Dharmesh Rajkumar Rana	3	3	3	3	3	
16	2025/12/02 4:09:52 PM GMT+5:30	2VD24CI020	Lalit Singh Rathod	3	3	3	3	3	
17	2025/12/02 4:10:00 PM GMT+5:30	2VD24CI021	Manisha SK	2	2	2	3	2	
18	2025/12/02 4:10:08 PM GMT+5:30	2vd23ci037	Rahul pednekar	2	3	1	3	2	
19	2025/12/02 4:12:41 PM GMT+5:30	2VD24CI038	Sanchita Prakash Naik	3	3	3	3	3	
20	2025/12/02 4:19:54 PM GMT+5:30	2VD24CI029	Pratiksha Jayaprakash Shet	2	2	2	2	2	
21	2025/12/02 4:33:59 PM GMT+5:30	2VD24CI076	Nirmala Ishwar Gouda	2	2	3	2	2	
22	2025/12/02 4:54:11 PM GMT+5:30	2vd24CI045	Shreya Katigar	2	3	2	3	3	
23	2025/12/02 5:14:04 PM GMT+5:30	2VD24CI050	Sohaib Doni	2	2	2	2	2	
24	2025/12/02 5:15:35 PM GMT+5:30	2VD24CI034	Rakshitha Kurlageri	2	2	2	2	2	
				Average	2.42	2.46	2.38	2.50	2.46

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