

Dashboard  
**Sales Manager Dashboard**

Show Chatter Following

Go to Dashboard List

View Dashboard Type here to search for a dashboard...

Edit Close Refresh

**Test Dashboard**



**Pipeline Metrics**



**Sales Leaderboard**

Sales Rep Leader Board

Opportunity Owner	Total Closed	Avg Deal
Kasey Central	\$51K	\$27K
Ely East	\$68K	\$23K
Bill West	\$82K	\$20K
Ricky East	\$64K	\$16K
Cindy Central	\$44K	\$15K
Wendy West	\$23K	\$12K
<b>Total</b>	<b>\$383K</b>	

Win Percentage in %: 47

**Closed Business**



**Product Pipeline by Quarter**

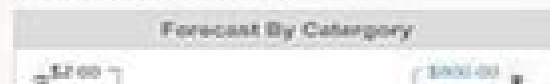


**Win Rate Leaderboard**

Win Rate By Rep

Opportunity Owner	Close Rate
Cindy Central	100
Kasey Central	56
Bill West	44
Ricky East	30
Wendy West	25
Wendy West	20

**Forecast By Quarter**



# Salesforce Crm User Guide

**Carsten Börnert, Kim Clark, Shahir  
Daya, Matthieu Debeaux, Gerd  
Diederichs, Vasfi Gucer, Shamim  
Hossain, Gary Kean, Carlo  
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## **Table of Contents Salesforce Crm User Guide**

1. Understanding the eBook Salesforce Crm User Guide
  - The Rise of Digital Reading Salesforce Crm User Guide
  - Advantages of eBooks Over Traditional Books
2. Identifying Salesforce Crm User Guide
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Salesforce Crm User Guide
  - User-Friendly Interface
4. Exploring eBook Recommendations from Salesforce Crm User Guide
  - Personalized Recommendations
  - Salesforce Crm User Guide User Reviews and Ratings
  - Salesforce Crm User Guide and Bestseller Lists
5. Accessing Salesforce Crm User Guide Free and Paid eBooks
  - Salesforce Crm User Guide Public Domain eBooks
  - Salesforce Crm User Guide eBook Subscription Services
  - Salesforce Crm User Guide Budget-Friendly Options
6. Navigating Salesforce Crm User Guide eBook Formats

- ePub, PDF, MOBI, and More
- Salesforce Crm User Guide Compatibility with Devices
- Salesforce Crm User Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Salesforce Crm User Guide
  - Highlighting and Note-Taking Salesforce Crm User Guide
  - Interactive Elements Salesforce Crm User Guide
- 8. Staying Engaged with Salesforce Crm User Guide
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Salesforce Crm User Guide
- 9. Balancing eBooks and Physical Books Salesforce Crm User Guide
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Salesforce Crm User Guide
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Salesforce Crm User Guide
  - Setting Reading Goals Salesforce Crm User Guide
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Salesforce Crm User Guide
  - Fact-Checking eBook Content of Salesforce Crm User Guide
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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