

Dashboard **Sales Manager Dashboard**

Show Chatter Following

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**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>\$382K</b>	

**Closed Business**



**Product Pipeline by Quarter**



Win Percentage in %: 47

**Forecast By Quarter**



**Win Rate Leaderboard**

Win Rate By Rep

Opportunity Owner	Close Rate
Cindy Central	100
Kasey Central	50
Bill West	44
Ricky East	40
Wendy West	42
Wendy West	50

# Salesforce Crm User Guide

**Xiaolong Qi**



## **Salesforce Crm User Guide:**

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