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Back to Basics – The



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Microsoft Dynamics 365 for Sales

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Microsoft Dynamics CRM 2011  
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Crm 2011 Dashboards

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includes many dashboard

templates to choose from right

out-of-the-box. Options include

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two, three, or four columns in focused or overview styles. If you need a sales pipeline chart that displays opportunities divided into pipeline phases, Microsoft Dynamics CRM 2011 gives you the tools to create and customize dashboard charts like this without

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interactive and flexible  
Dashboards that contain any  
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components. These can be used  
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and provide you with a light BI  
interface, all of which this

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practical cookbooks will enable you to utilize. At first glance, Dashboards and their myriad information can be overwhelming to users that are new to the Dynamics CRM 2011 interface.

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interface, all of which this practical cookbook will enable you to utilize.

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2011. Like the Mary Poppins's song, candy colored charts distill information into an easy-to-swallow form making analytics a snap. But Dashboards don't stop at charts. They allow every user to compile data they need from all over CRM into one place - a

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### 2011 Dashboards

The default view in the workplace in Microsoft Dynamics CRM 2011 is the dashboards area. Out of the box the dashboard defaults to the Microsoft Dynamics CRM Overview, which includes charts around Sales Pipeline, Leads



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Source and Cases by Priority as well as a list of the open activities for the logged in user.

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