If we're building an AI chatbot to analyze your **sales pipeline**, we'd want it to provide fast, actionable insights and support decision-making. Here's are some **valuable questions** the chatbot should be able to answer:

Pipeline Overview

- "What is the total value of deals currently in the pipeline?"
- "Show me pipeline by region / industry / lead source / deal size."
- "How many deals are in each sales stage?"
- "What's the average deal size this quarter?"
- "What is the win rate across the team?"
- "What's the forecasted revenue this month/quarter/year?"
- "Compare the forecasted revenue to the target (budget) this month/quarter/year?"
- "What actions can I take to improve pipeline generation/conversion?"
- "Are we on track to hit revenue targets?"
- "What's the current forecast vs actual sales?"
- All above questions should be segment-able by geo, UTLs, route, etc

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Deal Progress & Status

- "Which deals are stuck or overdue in the pipeline?" – Aged pipeline
- "Which opportunities have gone the longest without activity?"
- "Which deals are expected to close this week/month?"
- "Which deals are at risk of being lost?"

Rep-Level Performance (Is this even available)?

- "How is [Rep Name] performing compared to their quota?"
- "Which reps have the highest close rate?"
- "Which rep has the most deals in late stages?"
- "How many calls or emails did [Rep Name] make this week?"

Velocity & Efficiency

- "What is the average sales cycle length by stage?"
- "What is the historical pipeline to revenue conversion do I need to make budget?"
- "How long do deals typically stay in [Stage Name]?"
- "Where do most deals drop off in the funnel?"

Conversion & Funnel Analysis

- "What's the conversion rate from lead to opportunity?"
- "Where are we losing the most deals in the funnel?"
- "Which lead sources result in the highest conversions?"
- "Which enterprise deals are closing in the next 30 days?"
- "Which deals were created from inbound marketing campaigns?"

Predictive & Prescriptive Insights

- "Which deals are most likely to close this quarter?"
- "Which reps/teams/brand might miss their quota based on current pipeline?"
- "What actions should I take to improve my close rate?"

Activity & Follow-up

- "Which deals need follow-up this week?"
- "When was the last touchpoint on [Deal Name]?"
- "Which prospects haven't been contacted in 10+ days?"
- "How many people have we touched in x organization in the last 90 days and how"

Real-Time Alerts

- "Notify me when a high-value deal above $xM enters sales stage x."
- "Alert me if a deal has been inactive for 30+ days."
- "Ping me when a deal is marked as lost."