

MicroStrategy Web MMT Main Menu
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Introduction

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	Lesson Name	Lesson Status	Test Name	Test Status	Score
1.	Getting in to a Project	Complete	Test for Lesson 1	Pass	100%
2.	Basic Navigation in a Project	Complete	Test for Lesson 2	Pass	100%
3.	Finding and Searching for Reports	Complete	Test for Lesson 3	Pass	100%
4.	Thresholds	Complete	Test for Lesson 4	Pass	100%
5.	Changing the Look of a Report	Complete	Test for Lesson 5	Pass	100%
6.	Manipulating the Data in a Report	Complete	Test for Lesson 6	Pass	100%
7.	Preferences	Complete	Test for Lesson 7	Pass	100%
8.	Totals	Complete	Test for Lesson 8	Pass	100%
9.	History List	Complete	Test for Lesson 9	Pass	100%
10.	Exporting	Complete	Test for Lesson 10	Pass	100%
11.	Printing	Complete	Test for Lesson 11	Pass	100%
12.	Graph Formatting and Drilling	Complete	Test for Lesson 12	Pass	100%
13.	Grid Formatting	Complete	Test for Lesson 13	Pass	100%
14.	Prompts	Complete	Test for Lesson 14	Pass	100%
15.	Manipulating and Designing Reports	Complete	Test for Lesson 15	Pass	100%
16.	Simple Drilling	Complete	Test for Lesson 16	Pass	100%
17.	Advanced Drilling	Complete	Test for Lesson 17	Pass	100%
18.	Filtering Results	Complete	Test for Lesson 18	Pass	100%
19.	Subscribing and Scheduling	Complete	Test for Lesson 19	Pass	100%
20.	Saving and Deleting	Complete	Test for Lesson 20	Pass	100%
21.	Creating a Report	Complete	Test for Lesson 21	Pass	100%
22.	Creating a Document	Complete	Test for Lesson 22	Pass	100%
23.	Creating a Dashboard	Complete	Test for Lesson 23	Pass	100%

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Matthew Vollkommer Microstrategy Software Project

Question 1

Shared Reports My Reports History List My Subscriptions Create Report Create Document Preferences									
Sales Force Analysis Module > My Reports > Top 10 Deals in Q42009									
Home Tools Data Grid Format Last update: 9/27/14 2:15:03 PM									
REPORT DETAILS									
Report Filter: (Rank of (Deal Size) Top 10)									
VIEW FILTER The filter is empty. Add Condition Auto-Apply changes									
PAGE-BY: Quarter: 2009 Q4 Sales District: Southern USA									
Data rows: 2 Data columns: 1									
Opportunity	Account	Sales Representative	Opportunity Close Date	Primary Competitor	Metrics	Deal Size			
Internal (Others)	Mobile n Wireless - Corporate	Gerald Blubaugh	10/12/2009	Sphinx Solutions		350,000			
Web (Others) Lead	GSAAs - Corporate	Erin Dull	10/9/2009	Sphinx Solutions		300,000			

Question 2

Shared Reports My Reports History List My Subscriptions Create Report Create Document Preferences									
Sales Force Analysis Module > Shared Reports > Pipeline Analysis > Pipeline by Sales Region									
Home Tools Data Grid Format Last update: 9/27/14 3:16:48 PM									
REPORT DETAILS									
Report Filter: (Current Opportunity Status) = In the funnel, Top of the funnel, Commit									
PAGE-BY: Sales Region: United States Sales District: Southern USA Quarter: 2010 Q1									
Data rows: 4 Data columns: 1									
Current Opportunity Status	Sales Representative	Company	Metrics						
In the funnel	Erin Dull	Blue Chip Investments	Opportunities						
Total			Opportunity Size						
			Opportunities						
			Opportunity Size						

Question 3

Shared Reports My Reports History List My Subscriptions Create Report Create Document Preferences									
Sales Force Analysis Module > Shared Reports > Pipeline Analysis > Current Pipeline vs. Quota by Sales Region and District									
Home Tools Data Grid Format Last update: 9/26/14 5:19:32 PM									
REPORT DETAILS									
Report Filter: Quarter = 2010 Q1									
PROMPT DETAILS									
Prompt 1: Quarter - One Selection Only 2010 Q1									
PAGE-BY: Sales Region: United States									
Data rows: 12 Data columns: 4									
Metrics	Sales District	Northeast USA	Central USA	Southern USA	Total				
Closed Revenue		525,000	275,000	125,000	925,000				
Target Quota		1,800,000	1,800,000	1,800,000	5,400,000				
% Quota Achieved (Current)		29.17%	15.28%	6.94%	17.13%				
Opportunity Size (Current)		150,000	425,000	300,000	875,000				
Weighted Opportunity Size (Current)		120,000	147,500	150,000	417,500				
Current Revenue Projection = Closed + Weighted		645,000	422,500	275,000	1,342,500				
Projection vs. Quota		-1,155,000	-1,377,500	-1,525,000	(4,057,500)				
% Quota Achieved vs. Revenue Projection		35.83%	23.47%	15.28%	24.86%				
Open Opportunities		2	2	1	5				
Opportunities In the Funnel		Empty	Empty	1	1				
Opportunities Top of the Funnel		1	1	Empty	2				
Opportunities In Commit		1	1	Empty	2				