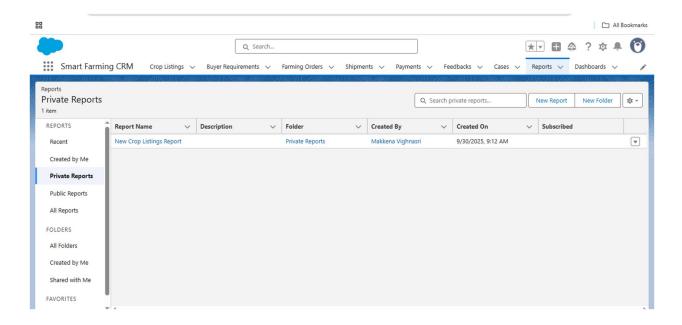# Reporting, Dashboards & Security Review – Phase 9

1. Reports

Reports in Salesforce allow you to organize, analyze, and summarize data stored in your CRM objects like Crop Listings, Buyer Requirements, and Farming Orders. With reports, users can answer questions such as how many crops were sold last month or which buyers have the highest demands. Standard report formats like Tabular (simple lists), Summary (grouped and aggregated data), Matrix (cross-tabulated data), and Joined (combination of multiple reports) give flexibility in data presentation. These reports can be filtered dynamically to meet various operational needs and support decision-making at multiple levels of your agricultural business. Real-time data ensures insights are always current and actionable.

2. Dashboards

Dashboards compile multiple reports into a single, visual interface that highlights critical metrics and trends through charts, gauges, and tables. For your CRM, dashboards can display crop inventory levels, sales progress, order fulfillment statuses, and buyer engagement statistics. This unified view helps managers and farmers monitor operations efficiently.