

Suggested Sales Pipeline Performance Measurement Metrics

<input type="checkbox"/>	Conversion Ratios from Pipeline Stage to Stage
<input type="checkbox"/>	Overall Conversion Rate
<input type="checkbox"/>	Number of Days Spent on Each Step
<input type="checkbox"/>	Velocity through Funnel (Overall Cycle Length)
<input type="checkbox"/>	Average Deal Size
<input type="checkbox"/>	Dollar Shortfall and Number of Account Shortfall within Each Stage
<input type="checkbox"/>	Required Pipeline to Meet Forecast
<input type="checkbox"/>	Forecasting Accuracy by Rep
<input type="checkbox"/>	Pipeline Trend