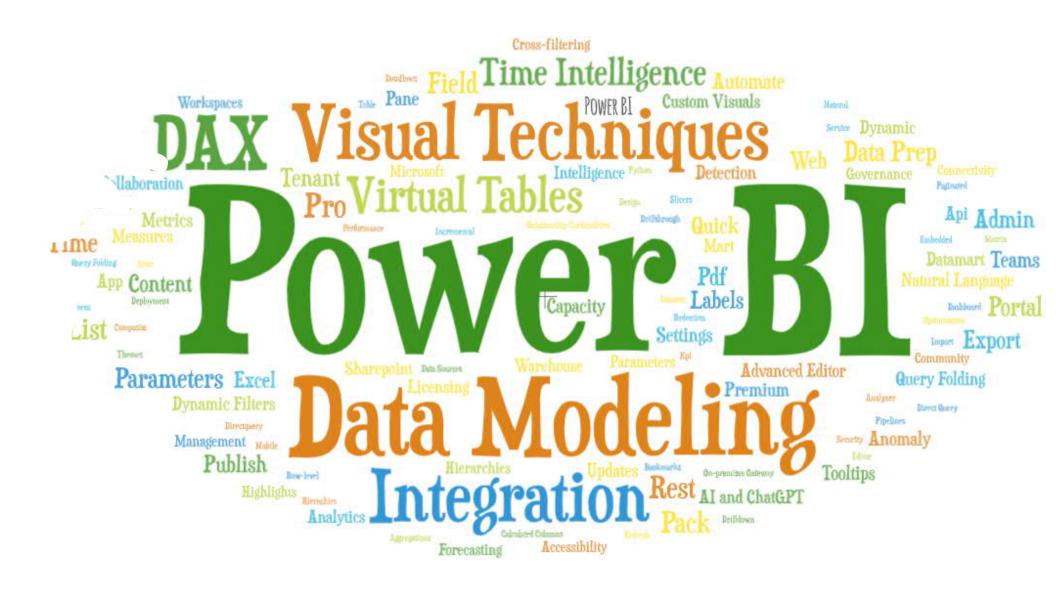
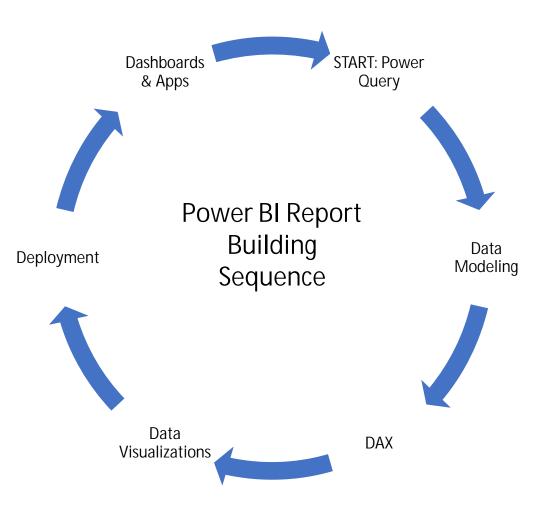


The Potential of Power BI for Credit Managers

Presented by: Rebekyah Brewer Date: May 20, 2025 Session: #37033





Session 6 Platform Publishing Power

Session 5

Designing

Dynamic

Dashboards

Session 1 Power Bl Potential

Learn how Power BI can be utilized within the credit department for portfolio monitoring, account reviews, enhancing your routine reporting capabilities to improve decision-making across your organization. In this overview of Power BI, we will look at a sample Power BI report and discuss a few of the basic necessities and best practices of creating effective Power BI reports. Whether you're new to Power BI or looking to strengthen your reporting skills, this session will equip you with a foundational overview and knowledge you need to get started.

Session 4 Discovering DAX Session 3 Data Modeling Done Right Session 2 Power Query Proficiency

DOWNLOAD FILES

Session 1 Files Download: Power BI Potential for Credit Managers Password: NACM2025

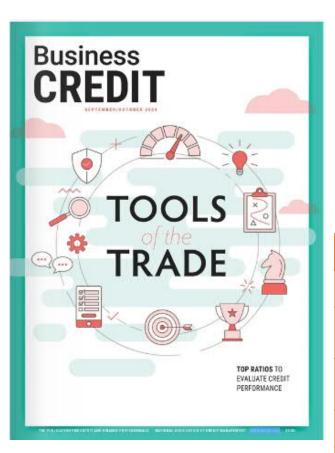
https://tinyurl.com/NACMPowerBIPotential

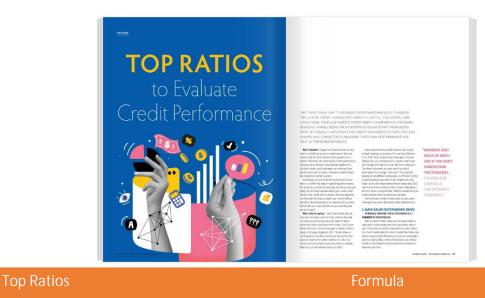


Link Expiration: 6/18/2025

Power BI is simple, but it's not easy.

- POWER BI COMMUNITY





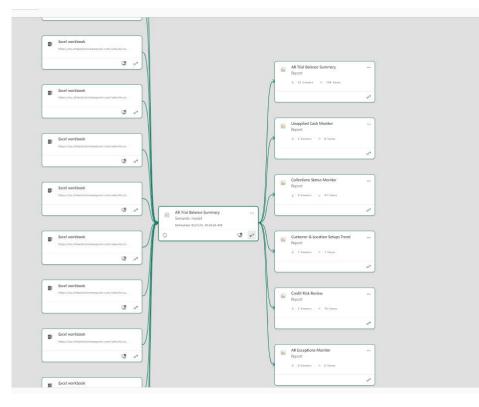
1. Days Sales Outstanding (DSO)	Ending Total Receivables x Number of Days/Sales
2. Percent of Age Category (30,60,90, Future, Current, Past-Due Buckets)	Total Amount in Chosen Age Category and Above/Total Receivables x 100
3. Average Days Delinquent (Add)	Days Sales Outstanding – Best Possible Days Sales Outstanding
4. Bad Debt as a Percent of Sales	Bad Debt Net of Recoveries/Sales x 100
5. Cash Collected as a Percent Available to Collect for the Month	Amount Collected within the month/amount available to collect (E.G. Current Receivables + Past Dues – Deductions) x 100

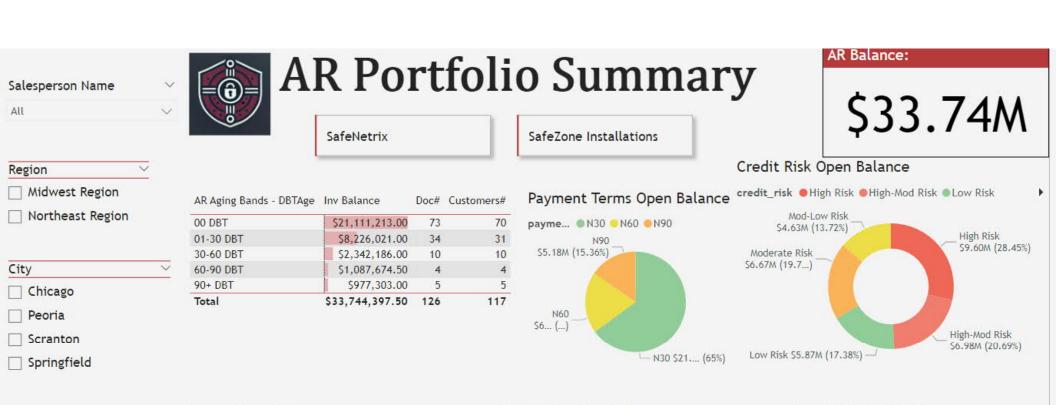
Accounts Receivable	
AR Portfolio Summary	
PaymentPulse	
Credit Risk Review	~
Lien Notice Monitor	~
AR Historical Time Buckets	*
Collections Status Monitor	~
Aging by Period	*
Unapplied Cash Monitor	~
Credit Memo Monitor	~
Customer & Location Setups	*
AR Financials Power BIs	
Tax Certificate Monitor	*
Job Close Status Monitor	~

«

AR Performance Trends
Regional AR Performance Trends
AR Comparison
EOM Summary
Service Trend Comparison
Bad Debt Report
Bad Debt WO % of Revenue
Bad Debt Summary
N180 Potential Bad Debt
Unrecovered Bad Debt WO
Credit Card Activity
Volume Trend
CC Activity
Customer Volume
Transaction Detail

CC Entry Method





Trade Description	\sim
Access Control S	ystems
Closed-Circuit Te	elevision
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Software Develo	pment
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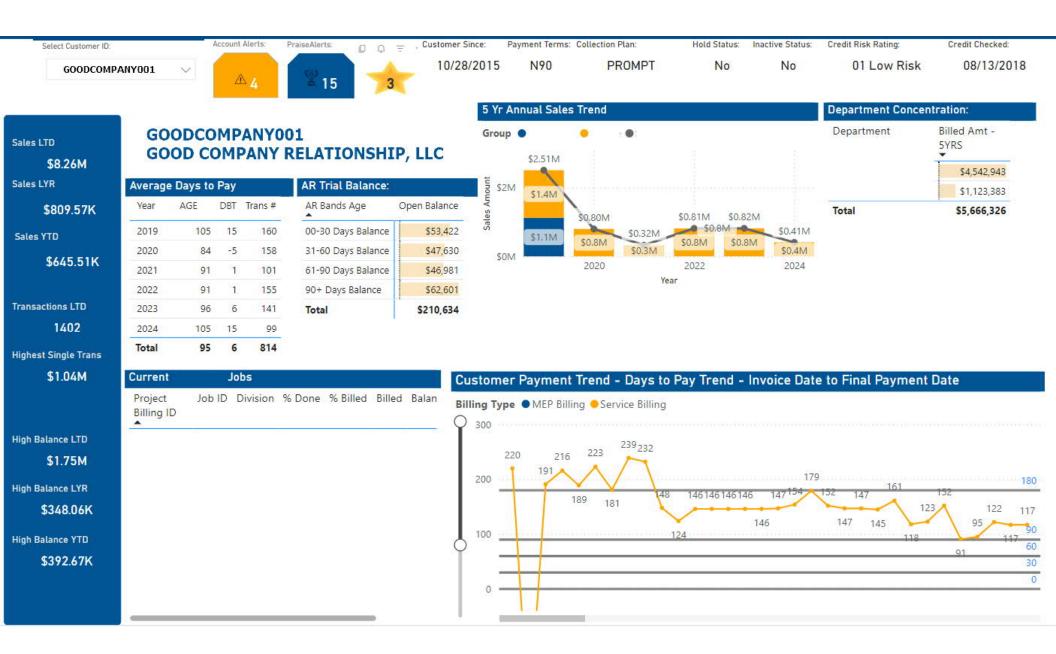
Top 10 Open Balances

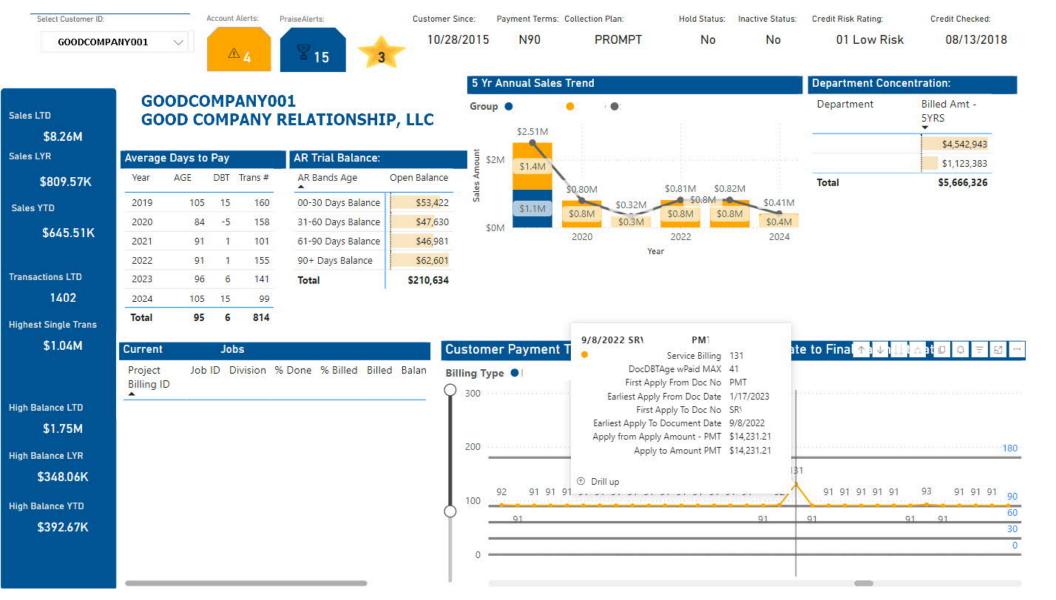
Company_Name	Inv Balance	#Docs
Bartoletti, Kuhlman and Reynolds	\$591,199.00	2
Conroy LLC	\$495,248.00	1
Davis-Kunde	\$970,212.00	3
Gulgowski, Fritsch and Reinger	\$583,163.00	2
Jacobs-Ward	\$634,678.00	2
Jerde-Flatley	\$780,003.00	2
O'Hara Inc	\$496,326.00	1
Walsh-Batz	\$493,666.00	1
Willms Group	\$878,281.00	2
Wiza-Greenfelder	\$613,069.00	2
Total	\$6,535,845.00	18

Top 10 Past Due Balances

Company_Name Past Due ALL Company_Name 120+ DBT #Docs #Docs DBTAge Davis-Kunde \$970,212.00 3 Hyatt Inc \$267,541.00 1 127 Willms Group \$878,281.00 2 Quigley-Howe \$216,266.00 125 Jacobs-Ward \$634,678.00 2 Wiza-Greenfelder \$216,142.00 1 123 Wiza-Greenfelder \$613,069.00 2 Johnson-Hermiston \$84,069.00 149 1 O'Hara Inc \$496,326.00 Wiza-Greenfelder 39 1 1 Conroy LLC \$495,248.00 Total \$784,018.00 5 Wehner, Sanford and Durgan \$488,791.00 1 Nolan-McClure \$477,848.00 Renner-Wilderman \$434,625.00 1 Trantow-Kris \$428,037.00 1 Total 15 \$5,917,115.00

180+ Bad Debt WO Risk

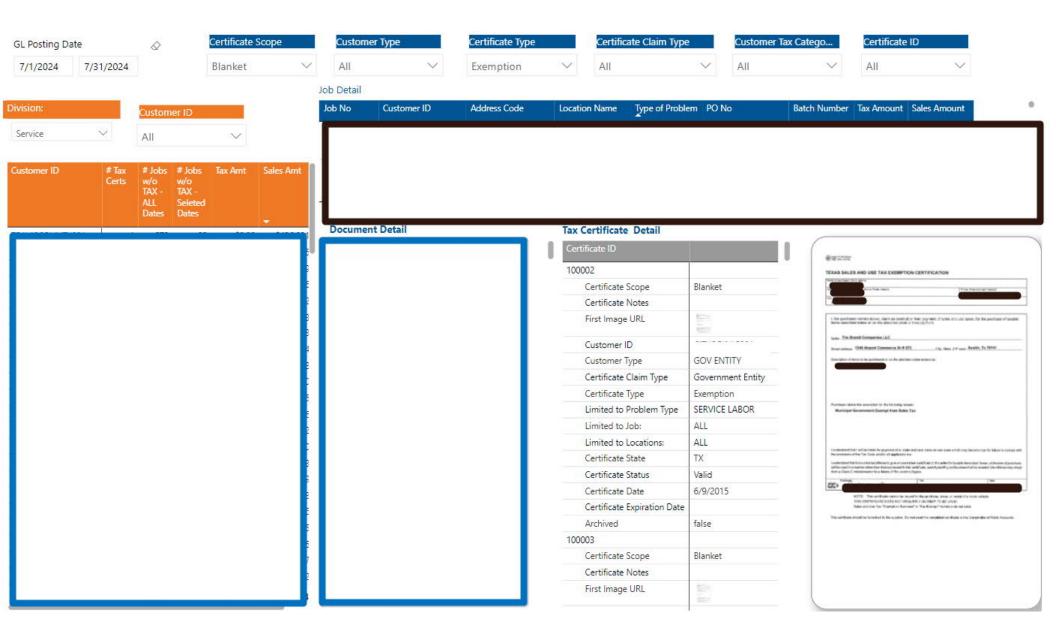


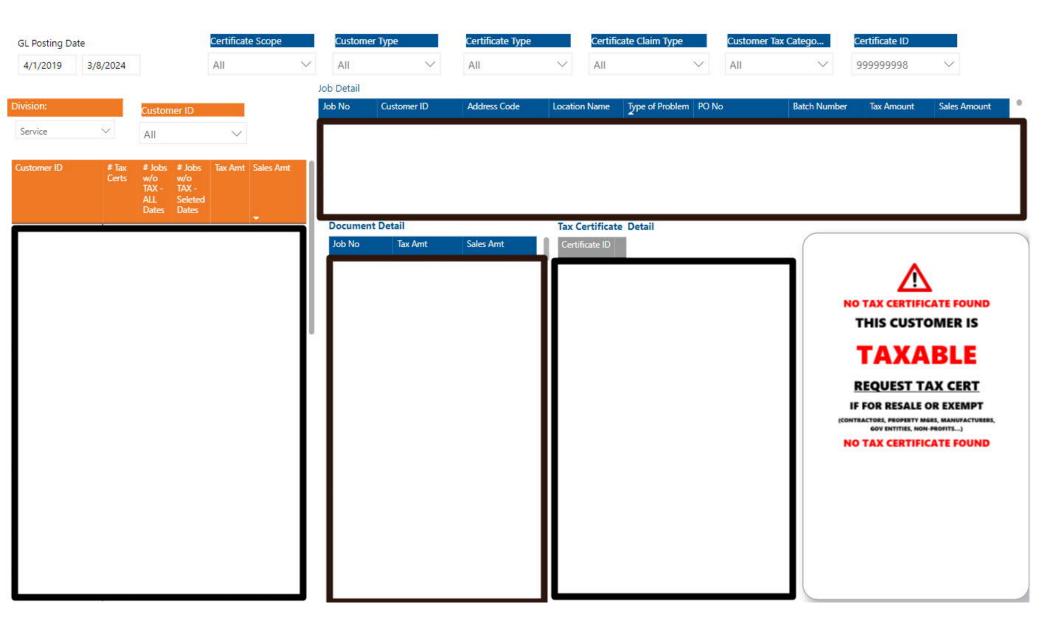


		A	ccount	Alerts:	PraiseAlerts:	Customer Sin	nce: Payment Term	s: Collection Plan:	Hold Status:	Inactive Status:	Credit Risk Rating:	Credit Checked:
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				PANY0 PANY	01 RELATIONSHII	P, LLC	Group •	•			Department	Billed Amt - 5YRS ▼
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		1990	199	T#		On on Balance	\$2M \$1.4M					\$1,123,383
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\$645.51K	2020	84	-5	158	31-60 Days Balance	\$47,630	\$0M	\$0.3M		\$0.4M		
043.31N	2021	91	1	101	61-90 Days Balance	\$46,981		2020 Ye	2022	2024		
	2022	91	1	155	90+ Days Balance	\$62,601		10				
tions LTD	2023	96	б	141	Total	\$210,634						
1402	2024	105	15	99								
Single Trans	Total	95	6	814								
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\$1.04M	Current		.Jo	bs		Cus	stomer Paymer	it Trend - Days to	Pay Trend - I	nvoice Date	e to Final Payment	Date
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2023 Feb 2023		1	mour	100K	Average: \$6		\$72K \$59K	68K	377K \$75K	# = _ = 10	e: 12	8 8	• • • • • • • • •	le state <mark>d</mark> a ma	- 10
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PraiseAlert Total	15
PraiseAlert Possible	33
PraiseAlert If Alerts are 0	0
PraiseAlert Customer Length >1yr + Active	1
PraiseAlert Customer Length >5yrs + Active	1
PraiseAlert Customer Length >10yrs + Active	0
PraiseAlert Invoice # Transaction > 100	1
PraiseAlert Invoice # Transaction > 500	1
PraiseAlert Invoice # Transaction > 750	1
PraiseAlert Invoice # Transaction > 1000	0
PraiseAlert Credit Risk Low 1	1
PraiseAlert Credit Risk Low 2	0
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PraiseAlert Payment Avg DocAge LTD <30	0
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PraiseAlert Sales LTD > \$100k	1
PraiseAlert Sales LTD > \$500k	1
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afeCore Holdings, LLC S afeCore Holdings, LLC S

SPREADSHEET OVERLOAD

DATA OVERLOAD

INFORMATION OVERLOAD

We pull information from ERPs, Cloud, 3rd Party Service API or Download, Manual Spreadsheets, we must bring it all back to together in one place.

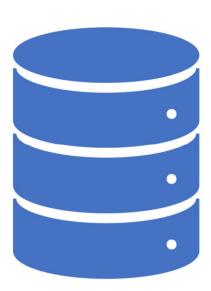
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Power BI Empowers YOU

Power BI gives you the ability to customize your analytics to your specific needs.

- No ERP system can handle every customization desire or reporting nuance.
- No IT department can anticipate all the operational needs of business users.
- Needs change constantly over a short period of time.
- Information has an expiration date for usefulness. It needs to be current and fresh to be relevant for best business decisions.
- Report building is time consuming.
- What is not measured is not managed.

That's why Power BI is powerful in the hands of analysts and business users, it bridges the gap between raw data and practical insight.



Data Consolidation and Integration	Integrates data from various sources (ERP, CRM, Excel, databases) into one platform; supports real-time data connections for up-to-date insights.
Advanced Analytics and Reporting	Customizable dashboards and interactive reports allow for deep dives into key metrics like DSO, overdue amounts, and payment behaviors.
Risk Assessment and Monitoring	Analyzes credit risk, tracks payment patterns, and visualizes data to predict defaults or late payments; identifies trends in customer behavior.
Automation and Alerts	Automates report distribution and sets alerts for critical thresholds like exceeding credit limits or high overdue balances.
Collaboration and Sharing	Enables collaborative workspaces for co-creating reports; controls access to sensitive data for authorized personnel only.

Capabilities of Power BI for a Credit Manager

Predictive AnalyticsIntegrates with Azure Machine Learning for predictive analytics, helping forecast payment behaviors and identify high-risk customers.Visualization of Financial DataVisualizes financial statements, debt collection performance, and other financial metrics, aiding in better decision-making.Scenario AnalysisConducts "What-If" analysis to simulate various credit scenarios, such as changing credit terms or adjusting credit policies.Data Auditing & TraceabilityPower BI maintains a clear audit trail of all data transformations and reports generated, making it easier to track changes and verify data integrity.Secure Data HandlingPower BI provides robust security features, such as role-based access controls and data encryption, which help protect sensitive financial data. This is crucial for meeting data privacy regulations and ensuring that only authorized personnel can access sensitive information.
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role-based access controls and data encryption, which help protect sensitive financial data. This is crucial for meeting data privacy regulations and ensuring that only authorized personnel can access

Capabilities of Power BI for a Credit Manager

Prerequisites: System Requirements

Minimum Requirements:

These specifications will allow Power BI to run, but performance may be limited, especially with complex data models or large datasets.

•Processor: 1.6 GHz or faster, dual-core processor.

•RAM: 4 GB (8 GB is preferred for better performance).

•Storage: At least 2 GB of available disk space for installation.

•Operating System: Windows 10, Windows 11, or Windows Server 2019 and above.

•.NET Framework: .NET 4.7.2 or later.

•Display: At least 1440x900 resolution or higher, 16-bit color depth.

Additional Considerations:

•64-bit Version: Always use the 64-bit version of Power BI Desktop if possible, as it handles larger models and datasets better than the 32-bit version.

•Power BI Premium Features: For specific advanced features like paginated reports or AI functionalities, more robust specs might be beneficial. •Performance Tuning: Ensure drivers and Power BI Desktop are regularly updated to benefit from performance enhancements. Recommended Requirements:

These specifications ensure that Power BI runs smoothly, especially when working with complex models, large datasets, or creating visually intensive reports.

•Processor: 2.5 GHz or faster quad-core processor (Intel i5, i7, i9, or AMD Ryzen 5, 7 series).

•RAM: 16 GB (more is preferred for handling large datasets).

•Storage: SSD (Solid State Drive) with at least 10 GB of free space for better performance.

•Graphics: A dedicated graphics card is not mandatory, but having one can improve performance, especially with data visualization.

•Operating System: Latest version of Windows 10 or Windows 11 for compatibility with updates.

•Internet Connection: Reliable internet connection, particularly for Power BI Service and for accessing data sources online.

If you work extensively with large datasets, complex calculations, or visuals, investing in higher specifications (like more RAM or a faster processor) will significantly enhance your experience.

Prerequisites: Licensing

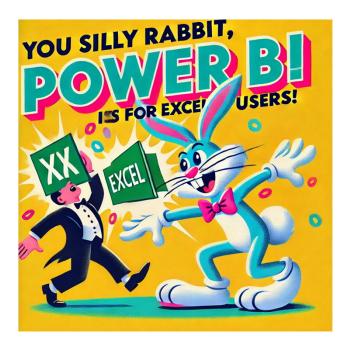
License Type	Cost	Key Features	Ideal For
Power BI Free	Free	 Create reports and dashboards Limited to personal use No sharing or collaboration capabilities 	Individuals exploring Power BI on a personal level
Power BI Pro	~\$13 per user/month	 Share and collaborate on reports Up to 8 data refreshes per day Integrates with Microsoft Teams 	Teams and organizations needing report sharing
Power BI Premium Per User (PPU)	~\$20 per user/month	 All Pro features Advanced Al, paginated reports Larger data capacity Incremental refresh 	Power users needing advanced analytics features
Power BI Premium (Capacity-Based)	Starting at ~\$4,995/month	 Organizational capacity Unlimited sharing without Pro license Enhanced performance and capacity 	Large enterprises needing scalable solutions
Power BI Embedded	Pay-as-you-go	 Embedding Power BI visuals in apps Customizable reports No collaboration features 	Developers and ISVs embedding analytics into apps

Usage Levels

	Power Bl Tenant Settings	Power BI Desktop	Power Bl Workspace	Power Bl Service/Dashboard	Power Bl App
IT Professional	Х	Х	Х	Х	Х
Data Wizard		Х	Х	Х	Х
Business User				Х	Х
Decision Maker					Х

Many of these usage levels overlap. A Credit Manager may be the Data Wizard, the Managerial Business User and the Decision Maker.

Each one of these services offers immense value to the user.



There is a special relationship between Excel Expert & Power BI User:

- Excel Origins: Power BI was born out of Excel. It is composed of Power Query, Power Pivot and Power View for. Power Pivot is the data modeling technology used in Power BI. All Microsoft did was get rid of the Excel wrapping paper.
- DAX Language Similarity: Power BI uses Data Analysis Expressions (DAX), which is very similar to Excel formulas. It's just a matter of create a formula for an entire column vs a single field.
- Familiar Interface: The interface of Power BI shares similarities with Excel, including ribbon menus and drag-and-drop functionalities, which reduces the learning curve.
- Seamless Data Import: Power BI supports importing data directly from Excel files, allowing users to start working with their existing data immediately.
- Enhanced Data Connectivity: Power BI expands on Excel's connectivity options, linking to a broader range of data sources, including databases, web services, and cloud-based platforms
- Interactive Reports and Dashboards: It extends Excel's capabilities by offering interactive visualizations and dashboards, which provide a more dynamic and engaging way to present data.

Who is Power BI for?

Power BI caters to a wide variety of users, from data analysts and business intelligence professionals to non-technical business users and executives.

For data analysts aka data wizards, Power BI offers advanced data modeling, DAX (Data Analysis Expressions) for complex calculations, and powerful tools for data transformation through Power Query.

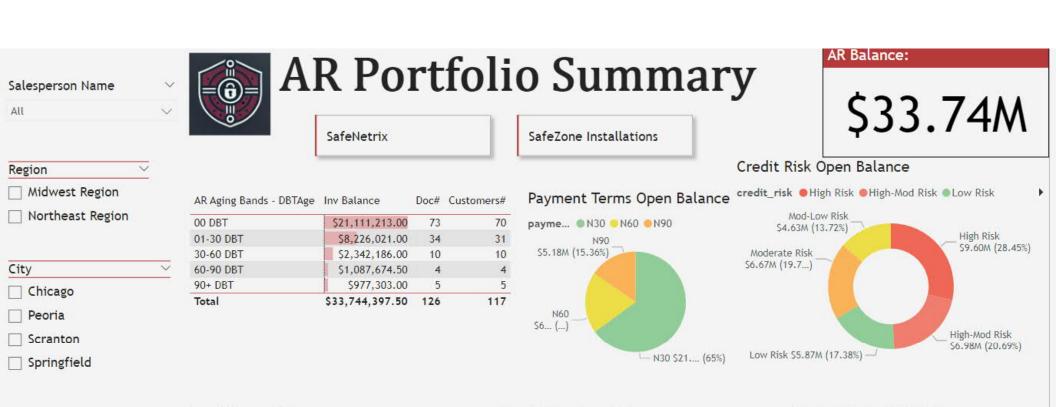
IT professionals and developers can use Power BI's APIs for custom integrations, automation, and embedding reports into applications.

For business users and decision-makers, Power BI's intuitive interface allows them to interact with pre-built reports, drill down into data, and gain insights without needing technical expertise. The tool's accessibility on multiple devices—desktop, web, and mobile—ensures that users at all levels can easily access data, make informed decisions, and collaborate effectively across the organization.

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> Let's start on familiar territory with some spreadsheets!!

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Software Development	t
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Top 10 Open Balances

Company_Name	Inv Balance	#Docs
Bartoletti, Kuhlman and Reyr	olds \$591,199.00	2
Conroy LLC	\$495,248.00	1
Davis-Kunde	\$970,212.00	3
Gulgowski, Fritsch and Reinge	er \$583,163.00	2
Jacobs-Ward	\$634,678.00	2
Jerde-Flatley	\$780,003.00	2
O'Hara Inc	\$496,326.00	1
Walsh-Batz	\$493,666.00	1
Willms Group	\$878,281.00	2
Wiza-Greenfelder	\$613,069.00	2
Total	\$6,535,845.00	18

Top 10 Past Due Balances

180+ Bad Debt WO Risk

Company_Name	Past Due ALL	#Docs	Company_Name	120+ DBT	#Docs	DBTAge	
Davis-Kunde	\$970,212.00	3	Hyatt Inc	\$267,541.00	1	127	
Willms Group	\$878,281.00	2	Quigley-Howe	\$216,266.00	1	125	
Jacobs-Ward	\$634,678.00	2	Wiza-Greenfelder	\$216,142.00	1	123	
Wiza-Greenfelder	\$613,069.00	2	Johnson-Hermiston	\$84,069.00	1	149	
O'Hara Inc	\$496,326.00	1	Wiza-Greenfelder		1	39	
Conroy LLC	\$495,248.00	1	Total	\$784,018.00	5		
Wehner, Sanford and Durgan	\$488,791.00	1					
Nolan-McClure	\$477,848.00	- 1					
Renner-Wilderman	\$434,625.00	1					
Trantow-Kris	\$428,037.00	1					
Total	\$5,917,115.00	15					

Resources to Learn



- G.K. CHESTERTON

"If a thing is worth doing, it is worth doing badly."



Attend a Free 1 Day Event Workshop:

Dashboard in a Day - UB Technology Innovations, Dashboard in a Day -OmniData Insights -Inc. - United States United States 09/25/2024 | 10:00 - 18:00 (CDT) 09/26/2024 | 08:00 - 16:00 (CDT) Digital Digital English (United... English (United... C Training C Training **Registration and details** B **Registration and details** B Dashboard in a Day -Dashboard in a Day -PragmaticWorks - United smart BI - United States States @ 09/27/2024 | 08:00 - 16:00 (CDT) E 10/01/2024 | 08:00 - 16:00 (CDT) Digital Digital English (United... English (United.... Training Training **Registration and details Registration and details** B B

Hands-On, Practical Learning Experience Rapid Skill Acquisition Guided Instruction from Experts Structured Learning Agenda Real-World Application of Skills Access to Workshop Materials & Resources Networking Opportunities Personalized Feedback & Support Boosts Confidence with Power BI Preparation for Advanced Learning **Cost-Effective Training Option** Immediate Insight into Power BI's Capabilities

Pragmatic Works DAX Cheat Sheet for Beginners

Exposure to Power BI Service Features

Learn



Get started building with Power BI

21 min • Module • 6 Units

A Feedback

Beginner Data Analyst Business Analyst Business User Functional Consultant Power BI

Learn about Power BI, the building blocks and flow of Power BI, and how to create compelling, interactive reports.

This module helps prepare you for Exam PL-200: Microsoft Power Platform Functional Consultant.

700 XP

Learning objectives

In this module, you'll learn:

- How Power BI services and applications work together.
- Explore how Power BI can make your business more efficient.
- How to create compelling visuals and reports.



Prerequisites None

This module is part of these learning paths Create and use analytics reports with Power BI Get started with Microsoft data analytics Get started with Power BI Click to start: Microsoft Learn

Microsoft Learn

Introducing a new approach to learning



.0

- Structured Learning Paths
- Hands-on Labs and Interactive Exercises
- Official and Up-to-Date Content
- Integration with Certifications
- Gamified Learning Experiences (Points, Badges)
- Self-Paced Learning
- Community and Q&A Integration
- Comprehensive Coverage of Power BI Features
- Scenario-Based Learning Modules

Course by 🛃 ENTERPRISEDNA

Beginners Guide to Power Bl

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Explore the Analytical Potential

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Total points: 358 XP 🗘

Beginner

C 2 hours Total points: 407 XP 🗘

FREE COURSE - Ultimate Beginners Guide To Power BI -

http://portal.enterprisedna.co/p/ultimate-beginners-guide-to-power-bi

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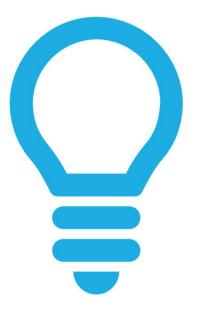
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- On-Demand, Self-Paced Learning
- Gamified Learning Experience (Points & Badges)
- Certification Programs
- Emphasis on Visualization & Design



Tips & Tricks to Remember

Power Query Tips

- 1. Design with the Star Schema Data Model in Mind and Normalize Data Where Possible
- 2. Ensure Data Types Are Correct
- 3. Use Web data type for Excel Files (Use File, Infor, Copy Path and delete after .xlsx)
- 4. Reference Source Files in a Staging File Instead of Editing Source Files Directly
- 5. Organize Your Queries into Groups for Easy Navigation
- 6. Use Prefixes to Clearly Identify Query Types (src...stg...)
- 7. Disable Loading for Source and Staging Queries
- 8. Use Only the Necessary Data by Filtering Rows and Removing Columns
- 9. Rename Query Steps for Clarity
- 10. Add Annotations to Explain Key Steps
- 11. Be Careful When Deleting Steps

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	31	40	1129615 Roberts LLC		1002892	1618 SWD-SPR	N90	INV100289200			
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	36	96	1067376 Cartwright LLC		1002948	2862 CCTV-CHI	N60	INV100294800			
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Table View | PowerPivot Tips

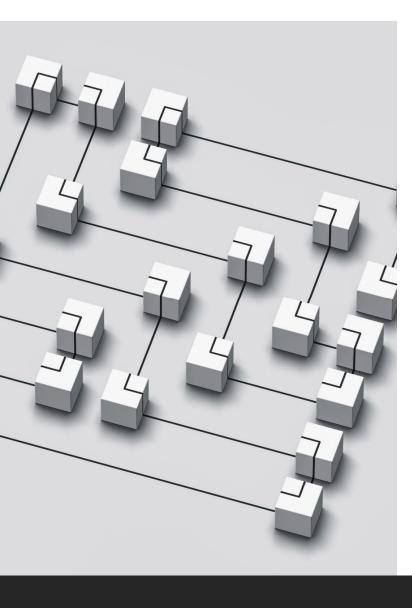
- Reformat all dates to "short date"
- Format all index keys, id's, zips as "Don't summarize" so they are treated as text
- Make sure all Amounts are "Currenty" and Decimal point is 2 for rounding purposes
- Make your Date Table is marked as a date Table under Table Tools
- Use Sort by Column to Sort your Date Table Month's name by month number so they appear

in correct order on visuals.

- Hide any unnecessary columns like key columns and id's, implicit measures.

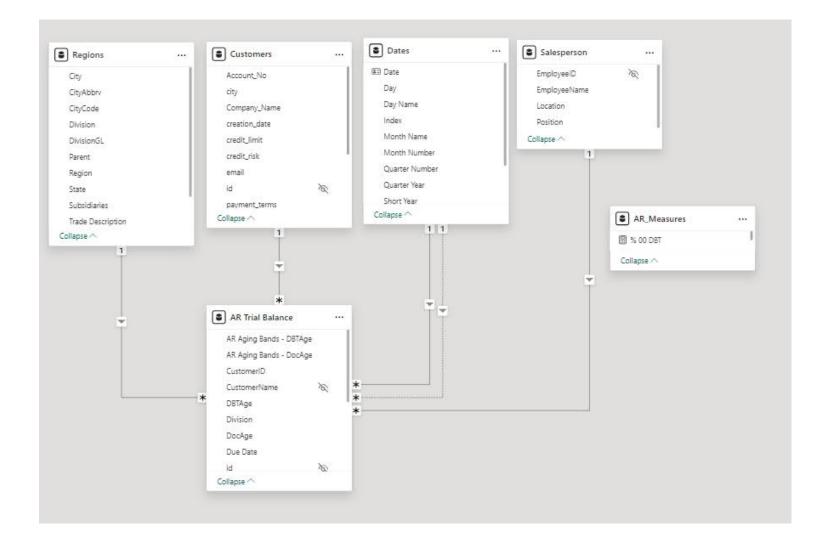
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550 7/3/2016	2 Sat 3 Sun	7 Jul 7 Jul	3 16003		16			201507		∨⊞ Dates	
551 7/4/2016	4 Mon	7 Jul	3 16Q03		16			201507		E Date	
552 7/5/2016	5 Tue	7 Jul	3 1600		16			201507		Day	
553 7/6/2016	6 Wed	7 Jul	3 16Q0		16			201507		Day Name	

Table: Dates (3,553 rows) Column: Date (3,553 distinct values)



Data Modeling Tips

- 1. Understand and Use the Star Schema Design, 1 Fact Table, Multiple Dimension Tables best
- 2. Avoid Snowflake Schema
- 3. Always create a dedicated Date table with no missing dates and mark it as the official date table
- 4. Use surrogate keys (id, index, system generated) for dimension tables instead of business keys based on application data (e.g., customer names).
- 5. Establish Correct Relationships and Cardinality (Many to one (*:1))
- 6. Reduce Columns and Rows Where Possible
- 7. Avoid Using Bi-Directional Relationships
- 8. Name Tables, Columns, and Measures Clearly
- 9. Keep the same granularity of data
- 10. Keep the Fact Tables thin



Attribute	Dimension Table	FactTable
Purpose	Contains descriptive information attributes (e.g., Product Name, Customer Region)	Contains quantitative data (measures) and foreign keys (e.g., Sales Amount, ProductID).
Data Type	Contains textual or categorical data such as names, categories, or descriptions.	Contains numeric data, primarily used for aggregations like sums or averages.
Primary Key	Has a primary key that uniquely identifies each row (e.g., ProductID, CustomerID).	Contains foreign keys that link to the primary keys of dimension tables.
Granularity	Lower granularity; represents the "who," "what," "where," "when," and "how" of data.	Higher granularity; represents individual transactions or events.
Data Volume	Typically smaller in volume; fewer rows compared to fact tables.	Typically larger in volume; can have millions of rows due to transactional data.
Relationships	Acts as a lookup table that connects to one or more fact tables.	Connected to multiple dimension tables via foreign key relationships.
Usage in Reports	Used to filter, slice, and categorize data in reports and dashboards.	Used to perform calculations, aggregations, and derive key metrics.
Aggregation	Rarely aggregated; primarily used for slicing data in aggregations.	Frequently aggregated to provide meaningful insights (e.g., total sales).
Changes Over Time	Slowly Changing Dimensions (SCD) can track changes in data over time.	Generally not used to track changes directly; instead reflects real-time or historical transactional data.



DAX TIPS

- 1. Use Explicit Measures for Aggregations (SUM, DIVIDE, AVERAGE, MIN, MAX)
- 2. Organize Measures in a Dedicated Measure Table for Easy Navigation
- 3. Start with Basic Measures (SUM, DISTINCTCOUNT, DIVIDE)
- 4. Familiarize Yourself with Filter Functions Next (CALCULATE, FILTER, RELATED)
- 5. Utilize Cheat Sheets and Online Resources
- 6. Use Comments in DAX Code (//) for notes and documentation
- 7. Format DAX Measures with Line Breaks and Indenting for Readability when Debugging (CTRL+SHFT+ENTR)
- 8. Pay Attention to Context: Row vs. Filter Context
- 9. Test Your Measures with Different Scenarios
- 10. Learn to Use Time Intelligence Functions

Data Visualizations Tips

- 1. Understand Your Audience
- 2. Choose the Right Chart Types, Bars, Trends or Pies
- 3. Keep it Simple & Avoid Clutter
- 4. Use Consistent Meaningful Color Schemes (Colors Communicate)
- 5. Use Labels and Titles Effectively
- 6. Group Related Items and Use White Space to Improve Readability
- 7. Maintain a Logical Flow and Layout
- 8. Highlight Key Data Points
- 9. Incorporate Visual Hierarchy (Size, Space to prioritize important info)
- 10. Leverage Tooltips & Drillthrough for details
- 11. Study Data Visualization Techniques (Google: Data Visualization Cheat Sheet to start) <u>Coolinfographics.com/dataviz.guides</u>



Power BI Service/Dashboards & Apps

- 1. Organize Workspaces Wisely for Reports, DataSets by Project
- 2. Set Appropriate Permissions & Access Levels (Admin, Member, Contributor, Viewer)
- 3. Schedule Data Refreshes Appropriately
- 4. Leverage Power BI Apps for Sharing Reports
- 5. Monitor Performance with Usage Metrics
- 6. Set Up Data Alerts for Real-Time Monitoring
- 7. Set Up Subscriptions for Automated Report Delivery
- 8. Use Row-Level Security (RLS) to Restrict Data Access
- 9. Take Advantage of Power BI's Q&A Feature
- 10. Pin Important Reports and Dashboards



Coming up Next: Power Query Proficiency

Presented by: Rebekyah Brewer Date: May 20, 2025 Session: #37043