

# Drillup (Impact Analysis)

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This function is used to answer the question:

- In which reports or fields was a deal included?
- Why was a deal not included in a report or a field?

First of all, the user has to look for the deal in question. The link 'Reports' is available in the deal overview page for this purpose.

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An overview of all reports, which are marked in colour, is displayed to show if a deal was included in a report or not.

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When the user clicks on a report (regardless of whether the deal is contained in this report or not), the report opens, displaying the data from the last execution.

The errors in the report are marked in colour, depending on whether or not the deal was included in the amount for the field.

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When the user then clicks on an amount, the filter rules for the field and deal selected are shown in the upper section, in addition to the usual drilldown values (see [drilldown](#)) shown in the lower section.

The filter rules for the field are coloured individually in order to show if they apply to the deal or not. At the same time, the values for the rules are placed opposite the value for the deal.

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This gives the user a simple and clear explanation of why a deal is included in a field or a report or why it has been excluded.