

Sales force CPQ Course Curriculum

Introduction

Package Setting & Products

- Update Package Settings
- Update Product Fields

Creating Quote

- Creating an Account, Contact, Opportunity and Quote

Configuration

- Product Bundle Settings
- Create Features for a Bundle
- Create Product Options for a Bundle
- Create Option Constraints for a Bundle
- Create Configuration Attributes for a Bundle

Product Rules

- Create Product Rule
- Create Selection Product Rules Lookup Queries
- Create Validation Product Rule
- Configuration Attribute
- Create Lookup Queries
- Create a Dynamic Bundle (Using Filter)

Custom Actions

- Create Custom Action

Guided Selling

- Guided Selling

Pricing

- Pricing Methods
- Pricing Waterfall
- Manual Discounting
- Create a Discount Schedule
- Contracted Pricing
- Subscription Pricing
- Multi-Dimensional Quoting



+44 (020) 3950 8881



+1 332-600-8899



+91 9581512555



+46 76 441 48 79



trainings@slearn.academy

Pricing Rules

- Create Price Rules
- Create Price Rules using Lookup Queries

Contracting

- Create a Contract and Renewal Opportunity
- Amend a Contract
- Create a Renewal Quote

Quote Templates

- Quote Template Basics
- Custom Quote Template
- Conditional Discount Column
- Assemble Custom Document
- Conditional Cover Page
- Conditional Line-Item Tables
- Quote term sections
- Quote term with Merge fields

KEY FEATURES



Instructor-led Sessions



Learn from Experts



Assignments



24 x 7 Support



Real-time Case Studies



Get Certified

For More Info:

www.slearn.academy

www.linkedin.com/company/slearnacademy

www.facebook.com/slearnacademy

www.instagram.com/slearnacademy



+44 (020) 3950 8881



+1 332-600-8899



+91 9581512555



+46 76 441 48 79



trainings@slearn.academy