



SV Tech Soft provides Salesforce CPQ Online training course is good and gets through a lot of material and detail explanation.

SV Tech Soft Salesforce CPQ training program is designed according to Salesforce CPQ Certification Exam. This Salesforce CPQ course develops the fundamental skills required for the successful execution of Salesforce CPQ solutions. This course will deep dive into the creation of a quoting process, pricing methods, configuration, CPQ object data model, and more through training with real-time examples. This Salesforce CPQ online training program involves you in hands-on projects during training which helps you in clearing the Salesforce CPQ Certification exam.

S.No.	Session Title	Topics To Cover
1	Introduction	<ul style="list-style-type: none"> <li>➤ CPQ object data model in Detail – Not Limited to object relationships, twin fields, data migration</li> <li>➤ Package Setting &amp; Products, Update Package Settings, Update Product Fields</li> <li>➤ Updating CPQ layouts</li> <li>➤ Customizing your Tabs demo</li> </ul>
2	Creating Quote	<ul style="list-style-type: none"> <li>➤ Creating an Account, Contact, Opportunity and Quote</li> </ul>
3	Configuration	<ul style="list-style-type: none"> <li>➤ Product Bundle Settings</li> <li>➤ Product Families</li> <li>➤ Nested bundles</li> <li>➤ Advanced grouping</li> <li>➤ Summary Variable</li> <li>➤ Create Features, Product Options, Option Constraints, Configuration Attributes for a Bundle</li> </ul>

4	Product Rule	<ul style="list-style-type: none"> <li>➤ Create a Product Rule, Selection Product Rules, Validation Product Rule, Configuration Attributes</li> </ul>
5	Dynamic Bundles	<ul style="list-style-type: none"> <li>➤ Create a Dynamic Bundle</li> </ul>
6	Quote Line Editor UI	<ul style="list-style-type: none"> <li>➤ Alternate Quote Line Views</li> </ul>
7	Pricing and Discounting	<ul style="list-style-type: none"> <li>➤ Configure search filters, field sets, and custom actions for product selection and configuration</li> <li>➤ Pricing</li> <li>➤ Price Waterfall</li> <li>➤ Create a Discount Schedule</li> <li>➤ Pricing Methods &amp; Price book entries</li> <li>➤ Contracted &amp; Subscription Pricing</li> <li>➤ Configure price rules using lookup objects and formula fields and understand quote calculation sequence and quote line pricing fields.</li> <li>➤ Price Action sources including static values, Summary Variables, formulas, and Lookup tables</li> <li>➤ Calculation events, conditions, Lookup objects &amp; Lookup Queries</li> <li>➤ Multi-Dimensional Quotation (MDQ)</li> </ul>
8	Price Rules, methods and discounting	<ul style="list-style-type: none"> <li>➤ Create Price Rules &amp; Formula expressions for price rules</li> <li>➤ Pricing Methods, Cost plus markup Pricing</li> <li>➤ Block with discount schedule</li> <li>➤ Discounting tools (Standard and Tier Based discount)</li> <li>➤ Advanced approvals</li> </ul>
9	Contracting	<ul style="list-style-type: none"> <li>➤ Utilize the ordering and contracting process.</li> <li>➤ Contract Lifecycle</li> <li>➤ Create a Contract and Renewal Opportunity</li> <li>➤ Amend a Contract</li> <li>➤ Create a Renewal Quote</li> </ul>
10	Quote Templates	<ul style="list-style-type: none"> <li>➤ Quote Template Basics &amp; Advanced quote template topics</li> <li>➤ Custom Quote Template &amp; Custom Template Content</li> <li>➤ Generating dynamic output documents using Conditional Template Content</li> </ul>
11	Custom Actions	<ul style="list-style-type: none"> <li>➤ Create Custom Action &amp; Default Action</li> <li>➤ Composite summary variables</li> <li>➤ Target URL in custom actions</li> </ul>
12	Guided Selling	<ul style="list-style-type: none"> <li>➤ Quote Process</li> </ul>

		<ul style="list-style-type: none"> <li>➤ Process Input</li> <li>➤ Process Input Condition</li> </ul>
13	CPQ Certification	<ul style="list-style-type: none"> <li>➤ Certification Questions discussion</li> </ul>
14	Advance approval Package	<ul style="list-style-type: none"> <li>➤ Advanced Approvals New Introduction</li> <li>➤ Enabling Quote Doc</li> <li>➤ Advanced Approvals Enable Quote</li> <li>➤ Advanced Approvals Email Templates</li> <li>➤ Advanced Approvals Email Services</li> <li>➤ Advanced Approvals Set Up Rule</li> <li>➤ Advanced Approvals New Smart</li> <li>➤ Advanced Approvals Dynamic Approvers</li> <li>➤ Advanced Approvals Delegating Approvers</li> <li>➤ Advanced Approvals Replacing Approvers</li> </ul>

*Please contact us for more details:*

**SV Tech Soft**

✉ [svtechsoft@gmail.com](mailto:svtechsoft@gmail.com)

☎ (+91) 9394117119

🌐 <https://svtechsoft.in>

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