

## APTTUS Education Services: Configure-Price-Quote (CPQ) Administration on Salesforce Lightning Experience

APTTUS Configure-Price-Quote (CPQ), Level 1 Certification provides the skill set that business and IT professionals need to take charge of their APTTUS solution administration and deployment. Through a multi-day, hands-on course, students learn how to navigate APTTUS CPQ, administer out-of-the-box features, complete and present an in-class implementation project, and understand configuration settings as they relate to business requirements. Upon passing the project presentation, students are assigned an online certification exam that must be completed within two weeks of the conclusion of the course, earning a certificate to demonstrate their APTTUS CPQ expertise. Certification is effective for one year, and a CPQ Recertification course is offered for certified APTTUS administrators to maintain their certification status.



### Why Certification?

Certification enables students to get hands-on experience with the latest CPQ functionality, apply their knowledge in a real-life scenario, and receive real-time feedback. The certification course provides a safe environment to learn best practices, connect with peers and APTTUS experts, and contribute to projects with a strong body of knowledge.

The 201 CPQ Certification is designed for consultants, system integration partners, and customers with prior Salesforce administration experience who want to master administration of the APTTUS CPQ objects and learn how APTTUS CPQ administration applies to each stage of the Quote lifecycle. If you do not have any SF Admin experience, we offer a 2-day 101 Introduction to SFDC Administration for APTTUS course.

Certification training is a key component of the APTTUS Certified Partner Program.

### How Product Certification Empowers Business and IT Professionals

201 CPQ Product Certification is a critical stepping stone on the path to flexing the full power of APTTUS CPQ.

After completing 201 CPQ Certification, students will be able to do the following:

- Articulate APTTUS core CPQ capabilities
- Navigate APTTUS CPQ
- Administer APTTUS CPQ's out-of-the-box features
- Demonstrate a sample implementation
- Understand configuration settings as they relate to business requirements

### What It Means To Be APTTUS Certified

To become "APTTUS CPQ Essentials Certified," students must demonstrate proficiency in APTTUS CPQ administration through completing a certification project, presentation, and exam.

### Course Availability

Open enrollment courses are offered virtually, at an APTTUS training location, or at a customer site upon request. APTTUS maintains small class sizes (up to 15 participants; varies by education package purchased) in order to provide adequate individual attention. Visit [www.apttus.com/success/training-certification/](http://www.apttus.com/success/training-certification/) or contact [training@apttus.com](mailto:training@apttus.com) for more information.



### Need a helping hand? APTTUS Education Services is here for you

If you need help kicking off your APTTUS training deployment plan, our Education Services team can provide expert advice and guidance, as well as a 360-degree needs analysis so you can create an effective plan for Change Management, Training Communication, Training Scheduling, and more. For more information, contact [training@apttus.com](mailto:training@apttus.com).

### Ready to get started with APTTUS 201 CPQ Product Certification?

To register for the next available timeslot, or to get more information, visit [www.apttus.com/success/training-certification/](http://www.apttus.com/success/training-certification/) or contact [training@apttus.com](mailto:training@apttus.com).

### Five-Day Agenda

This five-day certification program typically runs on a Monday through Friday schedule. Days One through Four include conceptual discussion and demonstration, hands-on exercises, and an in-class implementation project that is based on real-world requirements. The instructor is available to help answer questions and review progress on project deliverables. Day Five consists of a final review, project presentation, and assignment of the certification exam.

DAY ONE	<ul style="list-style-type: none"> <li>- Foundations of CPQ (Price Lists, Products, Categories)</li> <li>- Introduction to CPQ Admin Console</li> <li>- Bundles, Options, Option Groups</li> <li>- Attributes</li> <li>- Constraint Rules</li> </ul>
DAY TWO	<ul style="list-style-type: none"> <li>- Price Dimensions, Rules, Matrices</li> <li>- Conditional Charge Types</li> <li>- Price Ramps and Price Tiers</li> <li>- Usage and Overage Pricing</li> </ul>
DAY THREE	<ul style="list-style-type: none"> <li>- Bundle Within a Bundle</li> <li>- Defaults &amp; Cascades</li> <li>- Attribute-Driven Constraint Rules</li> <li>- Refine Your Search</li> <li>- Product Visibility Rules</li> <li>- Quote Collaboration</li> <li>- Favorite Configurations</li> <li>- Multi-Location Quotes</li> <li>- Shopping Cart Configuration</li> <li>- Opportunity Synchronization</li> </ul>
DAY FOUR	<ul style="list-style-type: none"> <li>- Template Administration</li> <li>- Merge Fields</li> <li>- Repeat Table with Proposal Line Items</li> <li>- Option Rollup Lines vs. Primary Lines</li> <li>- Create and Insert Clauses (using Playbook)</li> <li>- Conditional Logic</li> </ul>
DAY FIVE	<ul style="list-style-type: none"> <li>- Final Presentations</li> </ul>