

# Apttus CPQ Training

## *COURSE CONTENT*

### GET IN TOUCH



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## About Multisoft

Train yourself with the best and develop valuable in-demand skills with Multisoft Systems. A leading certification training provider, Multisoft collaborates with top technologies to bring world-class one-on-one and certification trainings. With the goal to empower professionals and business across the globe, we offer more than 1500 training courses, which are delivered by Multisoft's global subject matter experts. We offer tailored corporate training; project Based Training, comprehensive learning solution with lifetime e-learning access, after training support and globally recognized training certificates.

## About Course

Apttus CPQ (Configure Price Quote) Training by Multisoft Systems is designed to help professionals streamline sales operations by mastering the complete CPQ process. This training enables learners to understand how to configure complex products, manage dynamic pricing rules, and automate the quotation process, ensuring faster sales cycles and improved accuracy.

## **Module 1: Foundations of CPQ (Price Lists, Products, Categories)**

- ✓ Bundles, Options, Option Groups
- ✓ Attributes
- ✓ Configuration Rules

## **Module 2: Price Dimensions, Rules, Matrixes**

- ✓ Conditional Charges
- ✓ Ramps, Tiers, Overage Pricing
- ✓ Min/Max Pricing

## **Module 3: Advanced Product Models**

- ✓ Defaults & Cascades
- ✓ Cart Config
- ✓ Opportunity Synchronization
- ✓ Location Based Ordering
- ✓ Selling the Right Product

## **Module 4: Template Management**

## **Module 5: Price Management**

## **Module 6: Rule Management**

## **Module 7: Quote Management**