

Oracle CPQ Commerce Advanced LVC

Oracle Configure, Price, and Quote (CPQ) Cloud

DURATION

1 Days

MODULES

14 Lectures

COURSE CODE

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Course Overview

CPQ Administrators can use this course to gain proficiency in more advanced functions needed to implement Commerce functionality on their CPQ site. Key topics covered in this course include implementing Collaborative Quoting, using email approval notifications, implementing transaction arrays, implementing Deal Management functionality, working with approval sequences, understanding Commerce order of operation and step modifications, using advanced attribute types, using advanced modify capability in Commerce actions, using auto-update and copy sequences, implementing mobile Commerce capabilities, and using process invocation capabilities.

What You Will Learn

Oracle CPQ Advanced Modify in Commerce Actions

- Objectives
- Action Button in Commerce: Order of Operations
- Advanced Modify and Modify Locations
- General Tab Versus Modify Tab: Action
- Referencing Attributes in an Advanced Modify Script
- Identifying an Attribute
- Transactions and “Documents”
- Transaction Line Entries
- Advanced Modify Return Format
- Looping Over Line Items in a Transaction
- Summary

Oracle CPQ Approval Sequences

- Objectives
- Approval Sequences: Overview
- Advanced Modify and Modify Locations
- Reasons and Approvers
- Sample Approvals Tree

- Approval Sequence Flows
- Submit Action Properties
- Request Approval Sub-Action
- Approve and Reject Sub-Actions
- Revise Sub-Action
- Summary

Oracle CPQ Auto Update & Copy Sequences

- Objectives
- Auto Update
- Auto Update and Formulas
- Auto Update Functions
- Triggering Auto Update Function
- Auto Update Considerations
- Copy Process Action Location
- Copy Initialization
- Summary

Oracle CPQ Commerce Order of Operations

- Objectives
- How are Commerce Attributes Updated?
- Common Action Types
- New Transaction Sequence
- Open Transaction Sequence
- Add Line Items Sequence
- Reconfigure Model Sequence
- Summary

Oracle CPQ Deal Management - Last Price Paid Metric

- Objectives
- Last Price Paid Metric using the Price Guidance Analytic
- Implementing Last Price Paid - Commerce Attribute
- Implementing Last Price Paid - Commerce Layout
- Implementing Last Price Paid - Data Columns
- Implementing Last Price Paid - Price Guidance Analytic
- Creating the Price Guidance Analytic - Name
- Creating the Price Guidance Analytic - Data
- Creating the Price Guidance Analytic - Output
- Summary

Oracle CPQ Deal Management - Price Guidance Analytic & Gauge

- Objectives
- Price Guidance Analytic
- Creating a Price Guidance Analytic - Historical Data

- Creating the Price Guidance Analytic – Name
- Creating the Price Guidance Analytic – Data
- Creating the Price Guidance Analytic – Output
- Creating a Price Guidance Analytic – Price Optimization
- Creating the Price Guidance Analytic – Name
- Creating the Price Guidance Analytic – Data
- Creating the Price Guidance Analytic – Output
- Creating a Price Gauge
- Summary

Oracle CPQ Deal Management – Price Score Metric

- Objectives
- Price Score
- Price Score Metric
- Price Score Calculation Methods – Transaction Line
- Price Score Calculation Methods – Transaction
- List-Based Calculation for Price Score
- Margin-Based Calculation for Price Score
- Simple Margin Calculation for Price Score
- Advanced Calculation for Price Score
- Custom Calculation for Price Score
- Special Case – Model Lines
- Weighted Average from Line Calculation for Price Score
- Implementing Price Score
- Implementing Price Score: Transaction Line
- Implementing Price Score: Transaction
- Summary

Oracle CPQ Deal Management – Deal Comparison Scatter Plot Analytic

- Objectives
- Deal Comparison Scatter Plot Analytic
- Creating a Deal Comparison Scatter Plot Analytic
- Creating a Deal Comparison Scatter Plot Analytic: Analytics Definition Editor
- HTML Attribute: Deal Comparison Scatter Plot Analytics
- Summary

Oracle CPQ Deal Management – Time Series Analytic

- Objectives
- Time Series Analytic
- Transaction Level Time Series Analytic
- Transaction Line Level Time Series Analytic
- Creating a Time Series Analytic
- Summary

Oracle CPQ Deal Management - Win Probability Analytic & Price Optimization Analytic

- Objectives
- Win Probability
- Win Probability Functional Overview
- Creating a Win Probability Analytic
- Building a Win Probability Analytic
- Initiating and Analyzing Machine Learning
- View Automatically Selected Driver Attributes
- Price Optimization
- Implementing Price Optimization
- Summary

Oracle CPQ Mobile Commerce

- Objectives
- Creating a Mobile Commerce Layout
- Mobile Commerce Layout Generation
- Accessing the Mobile Commerce Layout Editor
- Mobile Commerce Layout Editor
- Adding Transaction Level Attributes to the Layout
- Transaction-Level Attributes on the User Side
- Adding Line-Level Attributes to the Layout
- Line Level Attributes on the User Side
- Adding Transaction-Level Actions to the Layout
- Transaction-Level Actions on the User Side
- Summary

Oracle CPQ Process Invocation

- Objectives
- Process Invocation
- Process Invocation - Page List
- Creating an Invocation Action
- Invocation Rules
- Invocation Actions - User Access Rights
- Summary

Oracle CPQ Transaction Arrays

- Objectives
- Transaction Arrays
- Transaction Array Administration - Array Attributes
- Transaction Array Administration - Array Control Attributes
- Transaction Arrays - JET UI Support
- Adding a Transaction Array to a Transaction
- Transaction Arrays - Commerce Steps

- Transaction Arrays – BML Support
- Transaction Arrays – Commerce Action REST Support
- Transaction Arrays – Metadata REST API Support
- Transaction Arrays – Bulk Data Services and Migration
- Transaction Arrays – XML Integration Support
- Summary

Oracle CPQ Working with Approval Sequences

- Objectives
- Accessing Approval Sequences
- Adding an Approval Reason
- Defining a Simple Condition
- Multiple Condition Rows
- Adding Approvers
- Editing Approvers
- Required in Sequence
- Notification
- Parallel and Serial Approvers
- Connecting Approvers
- Serial to Parallel Via Delete Connection
- Summary