

## Siebel 8.0 Customer Order Management: Pricing Configuration

**Duration:** 3 Days

### What you will learn

The Siebel 8.0 Customer Order Management: Pricing Configuration course is a technical course designed for members of the team responsible for configuring and administering pricing policies in a Siebel 8.0 Order Management (COM) implementation. Foundational concepts and Siebel Tools are first introduced so students can successfully complete technical labs in the course. The course next reviews basic pricing administration involving price lists, promotions, and volume discounts.

The remainder of the course addresses more advanced pricing policies that are supported by Siebel dynamic pricing procedures. Students first learn about the underlying COM pricing architecture that is based on the Product Selection and Pricing engine. With this foundation students then learn how to configure advanced pricing policies such as discount matrices, attribute adjustments, and hierarchical account and product adjustments.

Learn To:

- Administer basic pricing policies
- Configure pricing procedures
- Implement discount matrices
- Implement attribute adjustments

### Audience

- Business Analysts
- Technical Consultant

### Prerequisites

*Required Prerequisites*

Customer Order Management: Product Admin. (Siebel 8.0)

*Suggested Prerequisites*

- Familiarity with scripting
- Familiarity with Siebel Tools and configuration

### Course Objectives

- Configure price waterfall messages and displays
- Implement pricing policies based on attribute adjustments
- Implement pricing policies based on discount matrices
- Configure signals and variable maps
- Administer price lists for simple and configurable products
- Administer aggregate discounts
- Use Siebel Tools to modify pricing procedure workflow processes

## Course Topics

### **Introducing Siebel 8.0 Pricing Configuration**

Overview of Customer Order Management (COM) Entities  
Product Types in Siebel COM  
Overview of Pricing Management

### **Prerequisite Siebel Configuration Technology**

Object Types and Definitions  
Using Siebel Tools to Examine Object Definitions  
Business Services in Siebel CRM Applications  
Modifying Siebel Workflow Processes

### **Administering Basic Pricing Policies**

Administering Price Lists  
Creating Volume and Promotional Discounts  
Administering Service Pricing  
Creating Aggregate Discounts  
Pricing Component-Type Customizable Products

### **Siebel COM Pricing Architecture**

Understanding Pricing Procedures and Row Sets  
Invoking Pricing Procedures  
Understanding Signals  
Configuring Variable maps  
The Product Selection and Pricing Engine  
The Row Set Transformation Toolkit Business Service  
RSTT Transforms

### **Price Waterfalls**

Generating a Price Waterfall  
Extending a Price Waterfall

### **Configuring Advanced Pricing Policies**

Implementing Attribute Adjustments  
Implementing Discount Matrices  
Implementing Hierarchical Discounts  
Implementing Aggregate Volume Discounts