**Questions from Previous Interviews**

**Apttus Interview questions -**

1. What do you know about 8x8
2. What is UCaaS? ->Unified communication a as service, voice, video conference, chat voice chat, all communication services through ISP no in-premise PBX
3. What is Contact center as a service (CCaaS) ?

->CCaaS is a framework for contact center infrastructure management that combines the principles of contact center hosting and cloud-based contact center infrastructure.

1. What are features of CCaaS

Main feature in CCaaS is integration with CRM system in order to achieve ex: Skill based routing is CCaaS, automated call distribution, that apart the regular features hold, transfer, conference, and volume and surge handling features such as outbound and inbound call queueing.

1. What is CPaaS – Twilio is in CPaaS – communication API… Communication Platform as a Service. The most important thing about CPaaS is that you can DoItYourself, integration of the same Unified communication services as offered by CCaas, UCaaS into your core applications.

Gojek (Company in Indonesia) uses CPaaS..

1. How will you sell CPQ in different regions?
2. How will you create bundles?
3. Scenario based questions on bundle
4. What is product catalogue? How will make sure the product catalogue is available for any specific region
5. How is price book works?
6. Can prick book controls the product catalogue
7. What is price rank
8. What is quantity ramp
9. How SAAS model work
10. What are the pricing model you are aware of
11. What is your understanding about Agile Methodology?
12. Have you used Kanban before?
13. Difference between Scrum and Kanban?
14. Do you have sprints in Kanban?
15. How do you do story pointing in Scrum?
16. Explain the entire journey of Sprint
17. In your project you followed sprint of 2 weeks or 3 weeks sprint?
18. When do you grooming of the story? Before the sprint start
19. Do you preferred more on product or technical side being an architect?
20. How would you explain Hiroku to the person who don’t know Hiroku
21. What did you google which you implemented in your professional and personal life
22. What is Shift left approach? New VP of QE at 8x8 is pushing for it
23. Give an example where you Push back on stakeholder for any story in sprint
24. Can you tell the time where you had conflict at work
25. What is STAR format? Situation, Tasks, Action and Result
26. Give example where you didn’t meet the goal
27. What questions do you have for us (ie. For 8x8 interviewers)
    1. Are you following Agile practice
       * Yes.. Using Kanban model for grooming
    2. What are the tools used for data migration
       * xAuthor app developed by 8x8 is used for data migration
    3. What kind of tool you used for CI/CD
       * Jenkins
       * 8x8 do Manual code review is done also uses Clayton
    4. Have you used mobile App for CPQ
       * No

**Salesforce** –

1. Asked to write SOQL? – Governor limit question
2. how can you create custom index?
3. Batch apex - Scenario based question
4. Chain of batch classes
5. Scenario based questions on Sharing rule, permission set and OWD
6. What are the settings we can override OWD
7. What is the difference between lightening and angular
8. What is Lightening component
9. Why is lightening is faster than VF