

ERP : **Training Session**

Ms Norah Ben Jamaa
SAP Specialist



Agenda

Our Value Proposition

Program details

What we offer

Participants' Duties

Workshops structure & rules

Our value proposition

- ✓ Enroll participants in SAP SME Solution Training:
 - ✓ Solution: SAP Business One/ – exclusively designed for the mid-market
 - ✓ Everything in 2 months only!
- ✓ Provide the skills needed to:
 - ✓ Master CRM Functions the Sap Business One & SAP BYD
 - ✓ Conduct basic prospect demonstrations
- ✓ Help in career improvementc

Self-Study Program & workload estimation

- ✓ Chapter 1 :Introduction
- ✓ Kick-off

Chapter 1 :Chapter 1 : ERP Introduction:

Module 1 ERP:

- ERP Overview
- Discover SAP Business One
- Test your knowledge

Module 2 CRM : sap business one

- CRM and Marketing Overview
- Test your knowledge
- Selling Products.

Test your knowledge

- Selling and Executing Services
- Test your knowledge
- Organization, Products, Business Partners, & Integration.

Test your knowledge

Module 2 : Project Based SERVICES

- Project Management Basics
- Selling Customer Projects.
- Time Recording and Resource Planning
- Project Cost and Revenue Management
- **Project Based SERVICES exam**

Exam

Module 3 SALES: List the basic steps of the sales process, Use a streamlined sales process,

- List the basic steps of the sales process
- Use a streamlined sales process
- Order to Cash

Test your knowledge: Sales Process

- Customers and Customer Groups
- Test your knowledge: CRM

Test est your knowledge: Customers

- Automating the Sales Process
- **Test est your knowledge:** Automating the Sales Process
- Solving Issues in Sales
- **Test est your knowledge:** Solving Issues in Sales

Module 4 : Sap Implementation Methodology

What we offer

- ✓ Create and animate the community of participants
 - ✓ **All communications through LMS platform**
- ✓ Explain the program and give guidelines regularly
- ✓ Answer to participants questions on Slack
- ✓ Organize workshops on regular basis

Participants' Duties

- ✓ Join the Community (LMS platform)
- ✓ Enroll in All SAP and Learning courses
- ✓ Watch videos and do exercises before each Exam
- ✓ Take SAP weekly Quiz & Exams

Workshops structure & rules

- ✓ All questions to be asked in LMS platform before workshops
 - ✓ Answer to the most relevant questions asked in Slack
 - ✓ Provide guidelines for next steps

Certificates of completion to be delivered

Thank you.

Mounira ben Jamaa
Ddigital For All