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|--------------------------------|---|----------------------|---------------------------------|
| <b>Level:</b>                  | Undergraduate / Graduate                              | <b>Duration:</b>     | 8 x 3 hours                     |
| <b>Technical requirements:</b> | Internet connexion with standard compliant webbrowser | <b>Contributors:</b> | Jean-Paul Smets, Jacques Honoré |

#### Description:

- The first goal is to **teach universal workflows** in companies. By doing so, students will be able to understand fundamentals of how companies are organized and how ERP systems help companies to improve their performance by managing their business process.
- The second goal is **observe how workflows are implemented in an ERP**. For this we will use ERP5 instances delivered through SlapOS to each student of this lesson. Students will then be able to practice each workflow as company staff do everyday.
- The third goal is to use information available in ERP/CRM/DMS systems and **learn how to produce useful reports**. This is performed through an introduction to Data Mining.
- The fourth goal is to **teach how to configure and ERP** through the definition of so-called categories. Since the configuration is made through a spreadsheet, no programming skills are needed and the focus is kept on management and organization rather than on technical details.

#### Introduction

- [Introduction to ERP and Data Mining Lecture](#)
- [Introduction to ERPs](#)
- [Request one ERP5 on SlapOS](#)
- [Install ERP5 Configurator \(Minimal Setup\)](#)
- [Configure your instance using ERP5 Configurator](#)

#### Session 1: Carreers and assignments

- [Presentation of Careers and Assignments](#)
- [Tutorial 1: How to create persons](#)
- [Tutorial 2: How to create Organisations](#)

#### Sessions 2: CRM Events

- [Presentation of incoming and outgoing events](#)
- [Tutorial 1: Linking persons and organisations](#)
- [Tutorial 2: How to create Events in campaigns](#)
- [Tutorial 3: How to post outgoing events](#)

#### Session 3: CRM Tickets and Campaigns

- [Presentation of Tickets and Campaigns](#)
- [Tutorial 1: How to create campaigns](#)
- [Tutorial 2: How to request someone to post](#)
- [Tutorial 3: How to process incoming events](#)

#### Session 4: Sales Orders

- [Presentation of sales order and products](#)
- [Tutorial 1: How to create products](#)
- [Tutorial 2: How to create Trade Conditions](#)
- [Tutorial 3: How to create Sales Orders](#)

#### Session 5: Sales Packing Lists

- [Presentation of Packing Lists](#)
- [Tutorial 1: How to manage packing lists](#)
- [Tutorial 2: How to manage invoices](#)
- [Tutorial 3: How to create a payment](#)

#### Session 6: IFRS Accounting

- [Accounting for mathematicians](#)
- [Tutorial 1: How to create purchase invoice transaction](#)
- [Tutorial 2: How to create accounting report](#)

#### Session 7: Document Management

- Presentation of document management
- [Tutorial 1: How to manage document versioning](#)
- Tutorial 2: How to translate a document
- Tutorial 3: How to link a document to a record in ERP5

## Session 8: Data Mining

- [Presentation: Data Mining Using Open Source Tools](#)
- [Tutorial: Order Prediction with the R language using ERP5](#)
- [Support document: Introduction to Python](#)

## Evaluation

- [Evaluation Document](#)
- [Evaluation Spreadsheet Sample](#)
- [Evaluation Spreadsheet Template](#)