

ODOO FUNCTIONAL CONSULTANCY PROFESSIONAL PROGRAM

This program is designed to build practical expertise in Odoo ERP, functional consulting, and AI-powered enterprise solutions. Participants will learn how modern businesses use ERP systems to manage core operations, analyse requirements, design solutions, and successfully implement them.

Course Modules

➔ Class 1: Beginner Level – Odoo Functional Consultancy & ERP Fundamentals

- Odoo Functional Consultancy & Career Path
- ERP & Odoo Ecosystem
- Functional Consultant vs User vs Developer
- ERP Business Processes & Architecture
- Odoo Implementation Lifecycle
- Business Requirements & Solution Design
- Odoo Business Areas & Industry Applications
- Cloud vs On-Premises ERP
- ERP Systems & Vendor Landscape
- Odoo Market Positioning & Adoption
- AI, AI Agents, Agentic AI & RAG in ERP
- Odoo Career, Remote Work & Consulting
- Practical Projects & Assessments
- Personal Career Roadmap
- Future of ERP & Emerging Technologies

➔ Class 2: Odoo System Navigation & Master Data

- Introduction to Odoo ERP
- Odoo Apps and ecosystem
- Odoo UI navigation
- Menu and app navigation
- List, Form, Kanban, Calendar, Pivot and Graph views
- Search, Filters and Group By
- Activities and Chatter
- Companies and Users
- Users' roles and access rights
- Master Data fundamentals
- Customers and Vendors
- Products and Product Categories
- Units of Measure
- Data ownership and governance
- Master data quality and preparation

➔ Class 3: Supply Chain — Procurement & Inventory

- Procure-to-Pay (P2P)
- Procurement cycle
- Vendor management
- RFQ creation and comparison
- Purchase Orders
- Purchase approvals
- Vendor pricelists and lead times
- Receipts and warehouse operations
- Warehouses and Locations
- Internal Transfers
- Delivery Orders
- Routes and Replenishment
- Reordering Rules
- Product configuration
- Stock valuation concepts
- Lots and Serial Numbers
- Inventory reporting and KPIs

➤ Class 4: Business Processes & ERP Process Management

- Business Process Fundamentals
- Process vs. Transaction vs. Workflow
- AS-IS Process Analysis
- TO-BE Process Design
- Process Owners & Stakeholders
- Business Rules & Decision Points
- Process Mapping & Swimlane Diagrams
- BPMN Fundamentals
- ERP Process Digitization & Optimization
- Process KPIs
- Practical AS-IS TO-BE Exercise

➤ Class 5: Intermediate Level – CRM & Sales + Lead-to-Cash

- CRM Fundamentals
- Lead Generation & Qualification
- CRM Pipeline & Opportunity Management
- Sales Teams & Salespersons
- Quotations & Sales Orders
- Products, Pricelists & Customer Portal
- Delivery & Invoicing Integration
- CRM, Inventory & Accounting Integration
- Lead-to-Cash Process
- Sales Dashboards, KPIs & Forecasting

➤ Class 6: Accounting & Finance + Financial Processes

- Odoo Accounting Fundamentals
- Chart of Accounts & Account Types
- Journals & Journal Entries
- Taxes & Fiscal Concepts
- Accounts Receivable & Customer Payments
- Accounts Payable & Vendor Payments
- Payment Matching & Reconciliation
- Bank & Cash Management
- Fixed Assets & General Ledger
- Trial Balance & Financial Statements
- Profit & Loss & Financial Reporting
- Financial KPIs

➤ Class 7: Requirements Analysis, Fit-Gap & Solution Design

- Business Requirements Gathering
- Stakeholder Identification & Discovery
- Functional & Non-Functional Requirements
- Business Rules & Dependencies
- AS-IS & TO-BE Analysis
- Gap Analysis & Fit-Gap Matrix
- User Stories & Use Cases
- Acceptance Criteria
- Requirement-to-Odoo Solution Mapping
- Solution Design Fundamentals
- Consultant Decision-Making Framework

➤ Class 8: Odoo Configuration, Customization, Integration, Testing & UAT

- Odoo Configuration & Standard Functionality
- Odoo Studio & Customization
- Third-Party Applications
- Customization Strategy & Impact
- Integration & API Fundamentals
- Data Exchange Concepts
- Functional & Integration Testing
- Regression Testing
- UAT Planning & Test Cases
- Expected vs. Actual Results
- Defect & Issue Management
- UAT Sign-Off

➤ Class 9: Advanced Level – ERP Solution Architecture & Manufacturing

- Advanced Odoo Solution Design
- Multi-Company & Multi-Warehouse
- Intercompany Processes
- Advanced Procurement & Inventory
- Manufacturing Fundamentals
- Bills of Materials (BoM)
- Work Centers & Work Orders
- Material Consumption

- Quality Control
- Scrap & By-Products
- Manufacturing Costing
- Production Planning
- Cross-Module Manufacturing Integration
- Advanced ERP Case Study

➔ Class 10: Odoo Implementation Methodology & Project Management

- ERP Implementation Lifecycle
- Requirements & Process Analysis
- AS-IS, TO-BE & Fit-Gap Analysis
- Solution Blueprint & Configuration
- Data Migration & Integration
- Testing & UAT
- Training & Change Management
- Go-Live & Cutover Planning
- Hypercare & Post-Go-Live Support
- ERP Project Roles & Governance
- Waterfall vs. Agile Methodology

➔ Class 11: Odoo AI, AI Agents & Agentic ERP

- AI & Generative AI in ERP
- AI-Assisted Business Processes
- Odoo AI Capabilities
- AI Agents & Agent Architecture
- Prompts, Context & Instructions
- Agent Tools & Actions
- AI-Assisted Workflows & Automation
- Agentic ERP Concepts
- Human-in-the-Loop Workflows
- AI Use Cases Across Business Functions

➔ Class 12: RAG, AI Automation & Odoo Career

- RAG & RAG Architecture
- Knowledge Retrieval & Company Data
- AI-Powered Odoo Workflows
- AI Agents & Decision Support
- AI Automation & Governance
- AI-Powered ERP Use Cases
- Practical AI + Odoo Exercise
- Odoo Career Paths & Job Opportunities
- ERP Implementation, Support & Consulting Roles
- CV, LinkedIn & Portfolio Development
- Job Search & Interview Preparation
- Career Roadmap & Professional Growth

Learning Outcomes

By the end of the program, participants will be able to:

- Understand ERP and Odoo business processes
- Navigate and configure key Odoo modules
- Analyse business requirements and design Odoo solutions
- Manage CRM, Sales, Finance, Inventory & Manufacturing workflows
- Conduct Odoo implementation, testing and UAT
- Design scalable ERP solutions and integrations
- Apply AI, AI Agents and RAG in ERP environments
- Use AI to automate and improve business processes
- Manage ERP projects and implementation lifecycles
- Develop practical Odoo consulting and solution-design skills
- Build an ERP career roadmap and professional portfolio
- Identify Odoo consulting, remote work and career opportunities

PROGRAM DETAILS

DURATION: 3 MONTHS (EVERY WEDNESDAY)

TIME: 6:30 PM – 8:30 PM

CLASS MODE: ONSITE / VIRTUAL (LIVE SESSION)

ELIGIBILITY CRITERIA: BACHELORS

MONTHLY FEE: PKR 11,200 - LUMP SUM FEE: PKR 33,600
LUMP SUM DISCOUNT: UP TO 12% FOR EARLY REGISTRATIONS