Data-Driven Decision-Making Using ERP Insights Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's hyper-competitive global landscape, organizations are under immense pressure to optimize operational efficiency, maximize ROI, and achieve sustainable business growth. The key differentiator lies in the ability to move beyond intuition-based judgments to embrace Data-Driven Decision-Making (DDDM). Enterprise Resource Planning (ERP) systems are the central nervous system of modern businesses, housing vast amounts of real-time transactional data across finance, supply chain, manufacturing, and HR. Data-Driven Decision-Making Using ERP Insights Training Course is strategically designed to bridge the gap between this colossal data resource and actionable, strategic insights, transforming participants into data-fluent leaders who can effectively leverage their ERP investment for superior business outcomes.

This comprehensive training empowers professionals to master the techniques of extracting, transforming, and visualizing ERP data to solve complex business problems. Participants will learn how to apply data analytics and business intelligence (BI) methodologies—including foundational predictive analytics directly to their ERP environment. By focusing on practical application and case studies from diverse industries, the program cultivates a robust data-driven culture, ensuring every decision, from operational tweaks to major digital transformation initiatives, is informed by concrete evidence and measurable KPIs. This ultimately drives faster, more accurate decision cycles and unlocks significant competitive advantage.

Programme Curriculum

Data-Driven Decision-Making Using ERP Insights Training Course

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Course Duration

5 days

Course Objectives

1. Master the principles of Data-Driven Decision-Making (DDDM) using integrated ERP data sources.
2. Translate raw ERP metrics into impactful, actionable insights for senior management.
3. Develop proficiency in ERP Analytics and Business Intelligence (BI) tools for report customization.
4. Design and implement departmental and executive Real-Time Dashboards utilizing key ERP modules.
5. Apply foundational Predictive Analytics techniques to forecast demand, inventory, and financial trends.
6. Analyze the end-to-end Data Quality and Data Governance framework within the ERP ecosystem.
7. Optimize Supply Chain Management (SCM) and Inventory decisions using data-backed modeling.
8. Leverage ERP Finance data for accurate Cost Reduction strategies and Profitability Analysis.
9. Identify and utilize key Performance Metrics (KPIs) to measure Operational Efficiency and project ROI.
10. Implement data Storytelling techniques to effectively communicate complex ERP insights to non-technical stakeholders.
11. Conduct Scenario Analysis and Simulation using ERP data to mitigate business risk.
12. Integrate external Big Data and market intelligence with internal ERP data for a holistic view.
13. Drive a departmental shift towards a scalable and measurable Data-Driven Culture and Digital Transformation.

Target Audience

1. Senior Executives.
2. ERP System Owners/Managers.
3. Business Analysts.
4. Finance & Accounting Managers.
5. Supply Chain & Operations Leaders.
6. IT & Data Professionals.
7. Department Heads.
8. Project Managers.

Course Modules

Module 1: Foundations of ERP & Data-Driven Strategy

- Understanding the ERP as a Single Source of Truth for enterprise data.
- The transition from intuition-based to Data-Driven Decision-Making
- Mapping business processes to core ERP modules
- Defining the Data Value Chain: from raw data to actionable insights.
- Case Study: Bridging Data Silos.

Module 2: ERP Reporting and Business Intelligence (BI)

- Advanced techniques for extracting and transforming data from the ERP database.
- Differentiating between standard ERP reports and Actionable BI dashboards.
- Introduction to Data Visualization best practices for clarity and impact.
- Using BI tools to connect and query live ERP data.
- Case Study: Real-Time Inventory Visibility.

Module 3: Financial Performance and Cost Analysis

- Leveraging ERP general ledger and cost center data for deep Profitability Analysis.
- Monitoring Cash Flow and financial health with Real-Time KPIs
- Automating financial close and compliance reporting using integrated ERP data.
- Identifying non-value-add activities through process mining on ERP transaction logs.
- Case Study: Strategic Cost Reduction.

Module 4: Supply Chain & Operational Efficiency

- Applying descriptive analytics to analyze Inventory Turnover and Demand Forecasting accuracy.
- Using ERP data to track and optimize the Order-to-Cash and Procure-to-Pay cycles.
- Monitoring manufacturing performance with KPIs.
- Integrating IoT data from the shop floor with the ERP for a Digital Twin view.
- Case Study: Predictive Maintenance.

Module 5: Data Quality and Governance

- The critical role of Data Quality in reliable DDDM and the Garbage In, Garbage Out principle.
- Developing a Data Governance framework for ownership, standards, and security in ERP.
- Techniques for data cleansing, validation, and managing master data integrity.
- Understanding the impact of regulatory compliance on ERP data management.
- Case Study: Master Data Remediation.

Module 6: Fundamentals of Predictive Analytics

- Introduction to basic statistical methods.
- Building simple Forecasting Models for sales, capacity, and resource needs using ERP history.
- Conducting Scenario Planning and 'What-If' analysis for strategic risk management.
- Using ERP data for Customer Segmentation and identifying high-value customers.
- Case Study: Sales Trend Forecasting.

Module 7: Communicating Insights & Data Storytelling

- Structuring compelling data narratives to influence executive decisions.
- Designing effective Executive Dashboards that focus on strategic outcomes, not just numbers.
- Techniques for avoiding common data visualization pitfalls.
- Tailoring communication style for technical, operational, and financial stakeholders.

- Case Study: The Data Presentation.

Module 8: Fostering a Data-Driven Culture and Next Steps

- Strategies for driving User Adoption and data literacy across all departments.
- Change Management approaches for embedding DDDM into daily workflows.
- Evaluating emerging technologies and their future integration with ERP insights.
- Developing a continuous improvement cycle for reporting and analytics.
- Case Study: Cultural Transformation.

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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