

**LAWSON**



## **Lawson Learning Optimize Learning Tracks**

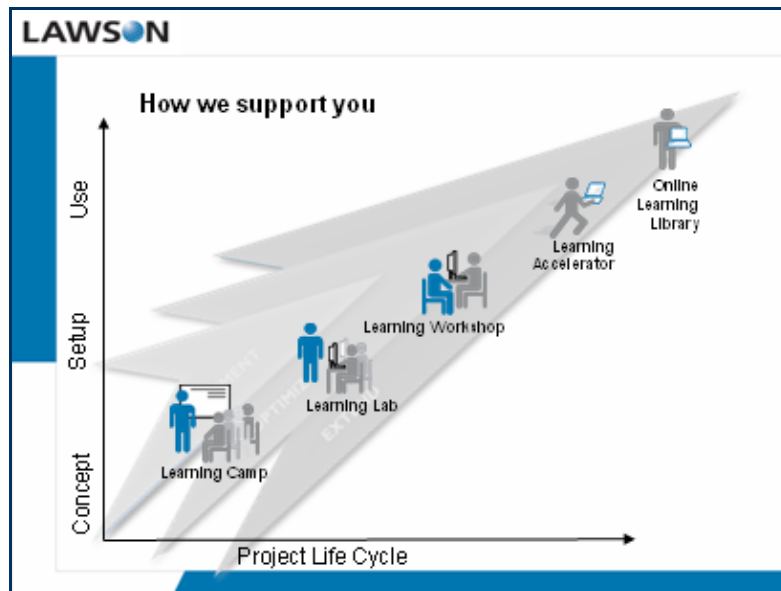
## Lawson Learning Tracks

Welcome to Lawson's Learning Tracks! Our vision is to ensure that our customers, partners and employees know how to utilize Lawson Learning to improve their skills and business operations. We support our customers worldwide, at all stages of the Lawson lifecycle, whether they are implementing, optimizing, or expanding their Lawson solution.

### Learning Solutions

Lawson Learning has a full range of application and technical learning products for both new and existing customers. These include

- Learning Camps are initial training which provides an overview of the entire Lawson solution.
- Learning Labs are instructor-led courses that focus on a specific application/ technology.
- Virtual Learning Labs (vLabs) are hands-on, instructor-led courses delivered online.
- Learning Accelerator Services are used to develop customized end user training.
- Online Learning Suites are "collections" for continuous reinforcement, available through an annual service or pay-as-you-go basis.



Please note that all courses in our Learning Tracks can be scheduled as a public or private class at a Lawson office or location more convenient for you.

We can also provide remote classroom (Virtual Lab), Webex and customized informal training/ workshops as well as support training, training skills, train the trainer and other services to help you run your own training program and develop your own materials.

Blended learning, Learning Accelerator and end user services plus online training is also available.

### Contact Us

For more information about Lawson Learning, visit our website at [www.lawson.com/learning](http://www.lawson.com/learning)

For information on how to view and register for our courses, visit [http://www.lawson.com/wcw.nsf/pub/Edu\\_1D4B93](http://www.lawson.com/wcw.nsf/pub/Edu_1D4B93)

For further details, email

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# M3 Optimize Learning Track

## M3 Applications

### Management Overview

Code	Course Name	Method	Suitable	Days	Description
MES	<a href="#">Lawson M3 Solution Overview</a>	Lab	(V11) 5.2 7.1 10.1	1	Optional course intended for people at management level, project managers or others in positions where an overview of an ERP-system and the core M3 solutions is required.

### Learning Camps

Code	Course Name	Method	Suitable	Days	Description
QSMAN	<a href="#">Manufacturing Learning Camp</a>	Lab	(V11) 5.2 7.1 10.1	4	Learning Camp for new starters that focuses on a Manufacturing company's core needs and processes. Included processes are customer order fulfillment, distribution, procurement and manufacturing.
QSFS	<a href="#">Fashion Learning Camp</a>	Lab	(V11) 5.2 7.1 10.1	4	Learning Camp for new starters that focuses on a Fashion company's core needs and processes. Included processes are customer order fulfillment, distribution, procurement and manufacturing.
QSFB	<a href="#">Food &amp; Beverage Learning Camp</a>	Lab	(V11) 5.2 7.1 10.1	4	Learning Camp for new starters that focuses on a Food & Beverage company's core needs and processes. Included processes are customer order fulfillment, procurement and manufacturing.
QSDS	<a href="#">Distribution Learning Camp</a>	Lab	(V11) 5.2 7.1 10.1	4	Learning Camp for new starters that focuses a on Distribution company's core needs and processes. Included processes are customer order fulfillment, distribution and procurement.
QSESMR	<a href="#">Equipment Service Mgt. Learning Camp</a>	Lab	10.1	5	Learning Camp for new starters that focuses on the equipment service management business. Included processes are customer order fulfillment, distribution, maintenance, procurement and rental.
MCR	<a href="#">Equipment Rental Learning Camp</a>	Lab	5.2 7.1	5	Learning Camp for new starters that focuses on the rental business. Included processes are rental, service, distribution and procurement.
MCS	<a href="#">M3 Service Learning Camp</a>	Lab	(V11) 5.2 7.1	5	Learning Camp for new starters that focuses on the equipment service business. Included processes are customer order fulfillment, distribution, service and procurement.
QSEAM	<a href="#">Enterprise Asset Mgt Learning Camp</a>	Lab	(V11) 5.2 7.1	3	Learning Camp for new starters that focuses a on Enterprise Asset Management company's core needs and processes. Included processes are breakdown, additional work and preventive maintenance work orders.

### Navigation

Code	Course Name	Method	Suitable	Hrs	Description
SMOI	<a href="#">Smart Office Introduction</a>	Lab	7.1 10.1	4	Course designed for all Stepping Up personnel and new personnel that did not attend a Learning Camp. Covers basic navigation and some personalization.
SMOA	<a href="#">Smart Office Advance</a>	Lab	7.1 10.1	4	How to adapt the user interface to your business processes through personalization. Basic navigation skills are a prerequisite for this course.

# M3 Optimize Learning Track

## Finance

### Financial Accounting Core

Code	Course Name	Method	Suitable	Days	Description
GLRL	<a href="#">General Ledger Processing</a>	Lab	(V11) 5.2 7.1	2	Processing daily, periodic and yearly routines, verifying general ledger transactions, and monitoring performance.
ARLL	<a href="#">Accounts Receivable Processing</a>	Lab	(V11) 5.2 7.1	1	Processing manual invoices, customer payments, credit monitoring and monitoring performance.
APLL	<a href="#">Accounts Payable Processing</a>	Lab	5.2 7.1	1	Processing supplier invoices, invoice checking and control, automated and manual supplier payments and monitoring performance.
RGRL	<a href="#">Report Generator</a>	Lab	(V11) 5.2 7.1	1	Designing report templates that are used to create financial reports such as balance sheet, profit & loss and cost center reports.

### Financial Controlling Core

Code	Course Name	Method	Suitable	Days	Description
CACL	<a href="#">Cost Accounting &amp; Configuration</a>	Lab	(V11) 5.2 7.1	2	Configuring setup for cost accounting and reconciliation of internal accounting entries.
PCOL	<a href="#">Product and Purchase Costing</a>	Lab	(V11) (5.2) 7.1	2	Processing product and purchase costing including costing models for manufactured, purchased and distributed items and well as analyse of the incurred costs.

### Financial Accounting Advanced

Code	Course Name	Method	Suitable	Days	Description
FIMP	<a href="#">Financial Accounting Power Training **</a>	Lab	(V11) 5.2 7.1	2	Designed for existing users who wish to get the best use of Lawson M3 Financial Accounting. It covers the main programs used and focuses on best practice and design questions to consider.
PEP	<a href="#">Financial Period End Processing</a>	vLab	(V11) (5.2) 7.1	1/2	The fundamental routines during the period end, as well as a basic checklist of functions / steps to perform.
YEP	<a href="#">Financial Year End Processing</a>	vLab	(V11) (5.2) 7.1	1/2	Configuration tips, use of the key programs required and a complete checklist of all functions that must be reviewed to ensure a smooth transition into the new fiscal year.
RGRBP	<a href="#">Report Generator Balance Sheet / Profit &amp; Loss</a>	vLab	(V11) 5.2 7.1	1/2	How to set up the balance sheet and the profit & loss report and use them as templates for further report development.
RGRCC	<a href="#">Report Generator - Cost Centers and Structures</a>	vLab	(V11) 5.2 7.1	1/2	How to set up cost center reporting and accounting structures that are used to further enhance financial reporting.
HVA	<a href="#">VAT Introduction</a>	Online	5.2 (7.1)	1	Introduction taxation for non US market.

### Financial Controlling Advanced

Code	Course Name	Method	Suitable	Days	Description
FICP	<a href="#">Financial Controlling Power Training **</a>	Lab	(V11) 5.2 7.1	2	Designed for existing users who wish to get the best use of Lawson M3 Financial Controlling. It covers the main programs used and focuses on best practice and design questions to consider.
MUC	<a href="#">Multiple Unit Coordination</a>	Lab	(V11) 5.2 (7.1)	1	Vital course for projects/ customers with multiple sites/facilities and divisions. Includes transfer pricing and internal accounting for distribution.
HVI	<a href="#">Inventory Valuation</a>	Lab	(V11) 5.2 (7.1)	1	Covers how to reconcile and value your inventory. Requires understanding of costing and potentially transfer pricing rules.

\* Suitable column denotes version for which this course is relevant. Brackets denotes part relevant. J denotes Java.

\*\* Denotes a new course that should be run by the Course Owner

## M3 Optimize Learning Track

### Customer Sales Management

#### Core

Code	Course Name	Method	Suitable	Days	Description
SLSL	<a href="#">Customer Order Processing</a>	Lab	(V11) 5.2 7.1	3	Processing customer orders, customer returns and monitoring and rescheduling orders as well basic customer and price list setup.

#### Advanced

Code	Course Name	Method	Suitable	Days	Description
SLSP	<a href="#">Customer Order Power Training</a> **	Lab	(V11) 5.2 7.1	2	Designed for existing users who wish to get the best use of Lawson M3 Customer Order Processing. It covers the main programs used and focuses on best practice and design questions to consider.
FORL	<a href="#">Forecasting</a>	Lab	(V11) 5.2 7.1	3	Forecasting is an intermediate course for Sales Management & Manufacturing Planning roles. Covers the forecasting process and what customers usually require regarding forecasting tools and process.
COT	<a href="#">Customer Order Toolbox</a>	vLab	5.2 7.1	1/2	This is the core program in the customer order process, from which you can monitor and execute all the activities available. The course includes an explanation of the concept and best practice for Sorting Options, Inquiry types and Panel versions.
DTB	<a href="#">Delivery Toolbox</a>	vLab	5.2 7.1	1/2	Use the delivery toolbox to optimize the overall outbound logistics process.
MRCO	<a href="#">Customer Order Monitoring &amp; Rescheduling</a>	vLab	5.2 7.1	1/2	This course enables you to inform customers with reliable customer order information and notice problems in the supply chain before they become a problem for the customer.
SSP	<a href="#">Sales Statistics and Performance</a>	Online	(V11) 5.2 (7.1)	1	Covers how to configure the system to a customer-specific setup of dimensions and measurements to enable customized reports.
SAB	<a href="#">Sales Budgeting</a>	Online	(V11) 5.2 (7.1)	1	Covers how you can predict a plan for the future based on historical information or patterns.
BOC	<a href="#">Bonus and Commissions</a>	Online	(V11) 5.2 (7.1)	1	Covers how to tailor your bonus and commission agreements to align with your compensation and incentive plans for customers, sales force and agents.

#### Project Management

Code	Course Name	Method	Suitable	Days	Description
PJMI	<a href="#">Project Management Introduction</a>	Online	(V11) 5.2 (7.1)	1	This course helps you understand how Project Management allows you to plan, budget, forecast and follow up on your projects on single or multiple levels.

### Supplier Purchase Management

#### Core

Code	Course Name	Method	Suitable	Days	Description
POPL	<a href="#">Purchase Order Processing</a>	Lab	(V11) 5.2 7.1	3	Processing purchase orders including logistics, goods receipt, put-away and quality inspection.

#### Advanced

Code	Course Name	Method	Suitable	Days	Description
POPP	<a href="#">Purchase Order Power Training</a> **	Lab	(V11) 5.2 7.1	1	Designed for existing users who wish to get the best use of Lawson M3 Purchase Order Processing. It covers the main programs used and focuses on best practice and design questions to consider.

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## M3 Optimize Learning Track

### Manufacturing Operations

#### Core

Code	Course Name	Method	Suitable	Days	Description
MAOL	<a href="#">Manufacturing Order Processing</a>	Lab	(V11) 5.2 7.1	2	Planning, execution and monitoring of manufacturing orders, as well as setup of product related data.

#### Advanced

Code	Course Name	Method	Suitable	Days	Description
MAOP	<a href="#">Manufacturing Power Training **</a>	Lab	(V11) 5.2 7.1	1	Designed for existing users who wish to get the best use of Lawson M3 Manufacturing Order Processing. It covers the main programs used and focuses on best practice and design questions to consider.
FORL	<a href="#">Forecasting</a>	Lab	(V11) 5.2 7.1	3	Forecasting is an intermediate course for Sales Management & Manufacturing Planning roles. Covers the forecasting process and what customers usually require regarding forecasting tools and process.
ATC	<a href="#">Attribute Control Introduction</a>	Online	5.2 (7.1)	1	Covers how attributes which control the outcome in warehouse and transaction history are set up and used.
PRC	<a href="#">Product Configurator</a>	Online	(V11) 5.2 (7.1)	1	Covers the how the Product Configurator enables you to deliver customized products.

### Supply Chain Execution

#### Core

Code	Course Name	Method	Suitable	Days	Description
WHML	<a href="#">Warehouse Management Processing</a>	Lab	(V11) 5.2 7.1	3	Item and inventory setup, management of stock both between and within warehouses and dispatch management.
DOPL	<a href="#">Distribution Order Processing</a>	Lab	5.2 7.1	1	Processing the flow of material across an hierarchy of warehouses.
WLAL	<a href="#">Lot and Allocation Control Processing</a>	Lab	5.2 7.1	1	How to effectively use lot and allocation control, and applying this to basic manufacturing orders.

#### Advanced

Code	Course Name	Method	Suitable	Days	Description
SCEP	<a href="#">Warehouse &amp; Inventory Power Training **</a>	Lab	5.2 7.1	2	Designed for existing users who wish to get the best use of Lawson M3 Distribution Order Processing and Warehouse Management. It covers the main programs used and focuses on best practice and design questions to consider.
PREA	<a href="#">Pre-allocation</a>	vLab	5.2 7.1	1/2	Use pre allocation to improve warehouse efficiency, customer service and rescheduling of supply and demand order supply chain.
WHMC	<a href="#">Warehouse Management Configuration</a>	Lab	(V11) 5.2 7.1	2	The design considerations and ramification of the various setup such as warehouse structures, item data and dispatch settings etc.
DOPC	<a href="#">Distribution Order Configuration</a>	Lab	5.2 7.1	1	The design considerations and ramification of the various setup such as warehouse/item connections, order types, warehouse relationships and distribution pricing.
WLAC	<a href="#">Lot and Allocation Control Configuration</a>	Lab	5.2 7.1	1	The design considerations and ramification of the various setup such as lot control as well as main, automatic, batch and soft allocation settings.
NCSCO	<a href="#">Supply Chain Orders (SCO)</a>	Online	7.1	1	This course helps you to understand the concepts, business benefits, processes, and functionality of M3 7.1 Supply Chain Orders.

### Supply Chain Planning

#### Core

Code	Course Name	Method	Suitable	Days	Description
TOPL	<a href="#">Tactical and Operational Planning</a>	Lab	(V11) 5.2 7.1	3	The planning process, which parts of it fit your business, and how planning at one level affects priorities and capacities at other levels.

#### Advanced

Code	Course Name	Method	Suitable	Days	Description
SCPP	<a href="#">M3 Planning Power Training **</a>	Lab	(V11) 5.2 7.1	1	Designed for existing users who wish to get the best use of Lawson M3 Tactical and Operational Planning. It covers the main programs used and focuses on best practice and design questions to consider.
FORL	<a href="#">Forecasting</a>	Lab	(V11) 5.2 7.1	3	Forecasting is an intermediate course for Sales Management & Manufacturing Planning roles. Covers the forecasting process and what customers usually require regarding forecasting tools and process.
NCSCO	<a href="#">Supply Chain Orders (SCO)</a>	Online	7.1	1	This course helps you to understand the concepts, business benefits, processes, and functionality of M3 7.1 Supply Chain Orders.
CTP	<a href="#">Global Capability to Promise</a>	Online	5.2 (7.1)	1	This course focuses on how Global Capable to Promise (CTP) supports the daily order promising process.

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# M3 Optimize Learning Track

## Equipment Service Management and Rental

### Equipment Rental Core

Code	Course Name	Method	Suitable	Days	Description
STRL	<a href="#">Short Term Rental Processing</a>	Lab	(5.2) 7.1	3	Processing short term rental agreements including rental planning board, managing logistics, price list setup and meter based agreements.
LTRL	<a href="#">Long Term Rental Processing</a>	Lab	5.2 7.1	2	Processing long term rental agreements including leasing calculations, interest and index handling, meter based agreements and funding of equipment.

### Equipment Maintenance Core

Code	Course Name	Method	Suitable	Days	Description
MNTL	<a href="#">Equipment Maintenance Processing</a>	Lab	5.2 7.1	3	Processing maintenance customer orders and work orders including equipment configuration, preventative maintenance and scheduling.

### M3 Service Core

Code	Course Name	Method	Suitable	Days	Description
SRVL	<a href="#">Service Order Processing</a>	Lab	(V11) 5.2 7.1	3	Processing service orders including price setup, preventive service and integration to agreements.
SAA	<a href="#">Service Agreement Advanced</a>	Lab	(V11) 5.2 (7.1)	1	Intermediate course to be used in Service Management training after the Service Camp and Service Order Advanced. The course covers for example meter based agreements and different meter invoicing types.
ASR	<a href="#">Accounting for Service and Rental</a>	Lab	(V11) 5.2 (7.1)	2	Required for Finance, Service, Rental roles in the M3 Equipment Service or Rental Mgt industries
SMSE	<a href="#">SMS Mobile Service</a>	Online	5.2 (7.1)	1	Required for projects implementing Mobile Service.

### Enterprise Asset Maintenance Core

Code	Course Name	Method	Suitable	Days	Description
	<a href="#">Enterprise Asset Maintenance Learning Workshop</a>	Workshop	(11) 5.2 7.1	3	Proactive and reactive maintenance using the Lawson Enterprise Asset Management module.

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## M3 Optimize Learning Track

### M3 Technology

#### New Starters

Code	Course Name	Method	Suitable	Days	Description
QSMAN	<a href="#">Manufacturing Learning Camp</a>	Lab	(V11) 5.2 7.1 10.1	4	Learning Camp for new starters that focuses on a Manufacturing company's core needs and processes. Included processes are customer order fulfillment, distribution, procurement and manufacturing.
M3TO	<a href="#">M3 Technology Overview</a>	Lab	7.1 10.1	1	By understanding how the different parts of Lawson's product offering complement each other, you will have a better understanding of how to design a solution that suits your company's specific needs.
M3TOV	<a href="#">M3 Technology Overview vLab</a>	vLab	7.1 10.1	1	By understanding how the different parts of Lawson's product offering complement each other, you will have a better understanding of how to design a solution that suits your company's specific needs.

#### System Administration

Code	Course Name	Method	Suitable	Days	Description
MJAI	<a href="#">System Administration Introduction</a>	Lab	5.2J 7.1 10.1	2	This course introduces you to the concepts, structure, and basic functionality. It describes the roles of the various servers and software components, enabling you to perform basic system administration tasks.
MJAA	<a href="#">System Administration Advanced</a>	Lab	5.2J 7.1 10.1	2	This course covers the methods used to manage the more complex areas of an installation, including configuration of program modifications and fixes, managing and scheduling jobs, configuring Output Manager, copying or moving data between environments etc.
MJSE	<a href="#">M3 Security</a>	Lab	5.2J 7.1 10.1	2	This course aims to enable you to plan and set up a comprehensive security structure for the Lawson M3 Business Engine, including identifying your security options at various points of access, inside or outside the this application.
LCMN	<a href="#">Life Cycle Manager Administration</a>	Lab	7.1 10.1	1	How to install fix packs, fixes and modifications using Life Cycle Manager.
SMON	<a href="#">Smart Office Administration</a>	Lab	7.1 10.1	1	Course for system operators on how to administer the Smart Office application.
SQLXLSW	<a href="#">SQL and Excel in Lawson M3 **</a>	Lab	All	2	How to import your data from M3 to Excel and more advanced SQL queries like nested queries and joins.
SQLV	<a href="#">SQL introduction in Lawson M3</a>	vLab	All	1/2	Covers some of the commonly used tables in an M3 database and how to use SQL through WinSQL to query and analyze data.
SQLXLS	<a href="#">SQL and Excel in Lawson M3 (Virtual Lab)</a>	vLab	All	1/2	How to import your data from M3 to Excel and more advanced SQL queries like nested queries and joins.
SEVI	<a href="#">Server View</a>	vLab	7.1	1/2	How best to use the Server View to check your configuration, manage your jobs, monitor performance and investigate problems.
CCSS	<a href="#">Customer Correction Self Service</a>	vLab	7.1 10.1	1/4	This course explains what CCSS is and allows the user to gain an understanding of the tasks required to install a Maintenance Correction Entity (MCE).
	<a href="#">Troubleshooting Learning Workshop</a>	Workshop	5.2J 7.1 10.1	1	Objective is to enable system administrators to be proactive with their implementation. Includes how to troubleshoot and solve problems in the M3 system, and how to use Lawson M3 tools to check and monitor the system.

System Administration courses for RPG customers available upon request

#### M3 Output Solutions

Code	Course Name	Method	Suitable	Days	Description
MOUTA	<a href="#">M3 Document and Media Administration **</a>	Lab	7.1 10.1	1	Gain an understanding of the tasks required to setup and control the document and media management in M3 including media flow, connection to Streamserve, set up, trace, delete and resend an output
MOUTD	<a href="#">M3 Output Designer (StreamServe 4) **</a>	Lab	0	3	This three-day course covers how to use StreamServe to design and manage M3 outputs. This involves getting an understanding of how StreamServe software support the M3 Output Solution, learn to do customizations to an M3 output, do basic changes but also more advance changes using script, learn to organize the document and to troubleshoot the output flow.

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## M3 Optimize Learning Track

### Data Integration & Conversion Interface

Code	Course Name	Method	Suitable	Days	Description
MECA	<a href="#">MEC 2.1 Administration and Configuration</a> **	Lab	5.2 7.1	2	How to administrate and configure Enterprise Collaboration including how to configure M3 for integration with MEC and business message processing
MECD	<a href="#">MEC 2.1 Development</a> **	Lab	5.2 7.1	3	Follow up MEC training covers skills required to develop new Business Messages
WESI	<a href="#">Web Services 2.0 Introduction</a> **	Lab	7.1	2	The course will provide you with an introduction to Lawson Web Services, enabling you to understand the architecture, and to configure, model, test and deploy Web Services using the Web Services Studio.

### Conversion

Code	Course Name	Method	Suitable	Days	Description
WESI	<a href="#">Web Services 2.0 Introduction</a> **	Lab	7.1	2	The course will provide you with an introduction to Lawson Web Services, enabling you to understand the architecture, and to configure, model, test and deploy Web Services using the Web Services Studio.
SDT	<a href="#">Smart Data Tool</a> **	Lab	7.1	1	Covers the method of taking data from Excel to M3 through standard web service definitions and APIs. Examples include <ul style="list-style-type: none"> <li>• Importing master data into a system that is already configured.</li> <li>• Completing cut-over work before Go Live.</li> </ul>

### Lawson Business Intelligence Core

Code	Course Name	Method	Suitable	Days	Description
M3AB	<a href="#">M3 Analytics - Business</a> **	Lab	7.1 10.1	1	Optional, Business focused course that covers how to use and understand the business benefits of the pre-built M3 Analytics solution using the Lawson Business Intelligence offering including scorecards. Target audience is key business people such as process owners and managers.
M3AT	<a href="#">M3 Analytics - Technical</a> **	Lab	7.1 10.1	2	Technical course that covers how to Implement and support the Lawson M3 Analytics solution including BPW and the Business Measurement Models. The course also includes how to modify OLAP cubes and install the M3 Analytics content. Target audience is business intelligence, BPW and IT technical staff that will maintain the solution.
BPW	<a href="#">Business Performance Warehouse</a>	Lab	(V11) 5.2 7.1 10.1	2	Covers how to implement Business Performance Warehouse (BPW), including working with business data extracted from several types of data sources.
CR110RD	<a href="#">Crystal Reports M3</a> **	Lab	7.1 10.1	3	How to create your reports using the Crystal Reports Designer. LBI reporting services uses Crystal reports architecture to publish and deploy the content
LBIF	<a href="#">LBI Foundations</a>	Lab	7.1 10.1	3	Course aimed at both business process owners and IT staff to create an LBI solution utilizing Smart Notification, Reporting Services and Enterprise Framework Services. The course also covers how to administer LBI, deploy content and build dashboards.

### ProcessFlow Integrator

Code	Course Name	Method	Suitable	Days	Description
PFI	<a href="#">Process Flow Integrator Learning Workshop</a>	Workshop	7.1 (10.1)	3	Enables you to develop triggers and create workflows using the Lawson ProcessFlow Integrator.

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# M3 Optimize Learning Track

## Customization

### MAK

Code	Course Name	Method	Suitable	Days	Description
MJAI	<a href="#">System Administration Introduction</a>	Lab	5.2J 7.1 10.1	2	This course introduces you to the concepts, structure, and basic functionality. It describes the roles of the various servers and software components, enabling you to perform basic system administration tasks.
MAK	<a href="#">M3 Adaption Kit</a>	Lab	5.2J (7.1) (10.1)	2	Attendees will learn to use Eclipse/MAK to modify view definitions, OUT interfaces, language files and field help.

### MAK Certification

Code	Course Name	Method	Suitable	Days	Description
M3TO	<a href="#">M3 Technology Overview</a>	Lab	7.1 10.1	1	By understanding how the different parts of Lawson's product offering complement each other, you will have a better understanding of how to design a solution that suits your company's specific needs.
SQLXLSW	<a href="#">SQL and Excel in Lawson M3</a>	Lab	All	2	How to import your data from M3 to Excel and more advanced SQL queries like nested queries and joins.

### 20M0170 Lawson M3 System Fundamentals (for Technical Consultants) exam

MJAI	<a href="#">System Administration Introduction</a>	Lab	5.2J 7.1 10.1	2	This course introduces you to the concepts, structure, and basic functionality. It describes the roles of the various servers and software components, enabling you to perform basic system administration tasks.
SUN Java	<a href="#">Java knowledge (Sun 3-5 day Java programming course or comparable knowledge)</a>	External	5.2J (7.1)	5	Basic Java knowledge is prerequisite for the M3 Java Programming course. For people that do not know Java we recommend a basic Java course (at least 3 days)
MAK	<a href="#">M3 Adaption Kit</a>	Lab	5.2J (7.1) (10.1)	2	Attendees will learn to use Eclipse/MAK to modify view definitions, OUT interfaces, language files and field help.
MJSP	<a href="#">M3 Java Programming Workshop</a>	Lab	5.2J (7.1) (10.1)	8	Gives developers an understanding of how to create different customizations to Lawson M3 Java source Code using M3 Adaptation Kit. This course is an important step in preparing you for the exam required for Certification in MAK.

### 20M0181 Lawson M3 Adaptation Kit exam

## IBrix

Code	Course Name	Method	Suitable	Days	Description
IBP	<a href="#">iBrix Project Workshop</a>	Lab	5.2J (7.1)	1	1st course in IBrix training, covers the benefits of using IBrix solutions, and the lifecycle of an IBrix project.
IBPW	<a href="#">IBrix Programming</a>	Lab	5.2J (7.1)	3	3rd course in IBrix training, covers IBrix programming Model and extracting data from Information Engine (MIE) model and updating Lawson M3 with API.
WESI	<a href="#">Web Services 2.0 Introduction **</a>	Lab	7.1	2	The course will provide you with an introduction to Lawson Web Services, enabling you to understand the architecture, and to configure, model, test and deploy Web Services using the Web Services Studio.

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# M3 Optimize Learning Track

## Add-on Products

### Learning Accelerator

#### Core

Code	Course Name	Method	Suitable	Days	Description
LAD	<a href="#">Learning Accelerator Developer</a>	Lab	All	3	Allows you to easily create customized, interactive web simulations and print supporting documentation. The course starts with from creating a project right through to publishing your material allowing your end users to access it.
LALM	<a href="#">Learning Manager **</a>	Lab	All	1	Covers installing the Learning Manager on the server, how to use the learning manager, administration and basic management reporting.

#### eSales

Code	Course Name	Method	Suitable	Days	Description
	<a href="#">eSales Learning Workshop</a>	Workshop	7.1	5	Covers 1. eSales technical introduction and replication (day 1). Administration (day 2). Design center and websphere overview (day 3). Programming concept (days 4 and 5). Programmers or developers would attend all 5 days. Technical and Web Sphere administrators would attend days 1, 2 and 3. End users attend days 1 and 2.

#### Planning

Code	Course Name	Method	Suitable	Days	Description
	<a href="#">APP/ MSP Learning Workshop</a>	Workshop	5.2 7.1	3	Learning Workshop that covers how to use and understand the M3 Advanced Production Planner and Multi-Site Planner.
	<a href="#">DMP Learning Workshop</a>	Workshop	5.2 7.1	2	Learning Workshop that covers how to use and understand the M3 Demand Planner.
	<a href="#">SCP Learning Workshop</a>	Workshop	5.2 7.1	2	Learning Workshop that covers how to use and understand the M3 Supply Chain Planner.

#### SMS

Code	Course Name	Method	Suitable	Days	Description
	<a href="#">SMS Sales Tool Learning Workshop</a>	Workshop	5.2 7.1	2	Learning Workshop that covers the concept of sales force automation and the sales and marketing process flow.
	<a href="#">SMS Mobile Sales Learning Workshop</a>	Workshop	5.2 7.1	2	Learning Workshop that covers how to use and understand SMS Mobile Sales.
	<a href="#">SMS Mobile Service Learning Workshop</a>	Workshop	5.2 7.1	1	Learning Workshop that covers how to use and understand SMS Mobile Service.

#### Enterprise Mobility

Code	Course Name	Method	Suitable	Days	Description
	<a href="#">Enterprise Mobility Sales Learning Workshop</a>	Workshop	7.1	2	Learning Workshop that covers how to use and understand Enterprise Mobility for Sales.
	<a href="#">Enterprise Mobility Service Learning Workshop</a>	Workshop	7.1	2	Learning Workshop that covers how to use and understand Enterprise Mobility for Service.
	<a href="#">Warehouse Mobility Learning Workshop</a>	Workshop	7.1	2	Learning Workshop that covers how to use and understand Warehouse Mobility.

\* Suitable column denotes version for which this course is relevant. Brackets denotes part relevant. J denotes Java.

\*\* Denotes a new course that should be run by the Course Owner

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