

ERP Course Exam Questions

SW7

Exam will be a regular oral exam with the final grade according to a regular scale. Each course participant will be examined individually for 20 minutes. You will pick up the questions from the following list. Prepare a presentation for those. You will be allowed to bring your notes. Pictures from the slides will be printed and available at the exam. Utilize your experience from exercises in the preparation for your questions. The documentation from your mini project can serve for further questions and should summarize the results and the reflections from the exercises. Please use also the knowledge gained at the lectures for your reflections in mini project and in presentations for the questions. The learning material consists of lecture slides, the main book as well as the literature provided to you as additional literature. Mini project will serve as an input to the exam. The deadline for handing in miniproject is November 26 2007. Place 2 copies (one for me and one for censor) per each working group into my mailbox. The notes on the mini project will be used for further discussions at the exam.

The questions are:

- 1) Sales and Marketing in ERP
Keywords: Sales Lead, Prospecting, Customer need identification, proposal, closing, deal transaction, marketing campaigns, Sales and Marketing in OFBiz
- 2) Accounting and Finance in ERP
Keywords: Accounts receivable and payable, assets, liabilities, journal, general book of accounts, types of accounts, accounting management processes, Accounting and Finances in OFBiz
- 3) Production and Material in ERP
Keywords: inventory, production planning, production execution, production management processes, Production and Material in OFBiz
- 4) Human Resources in ERP
Keywords: hiring, firing, training, compensations and benefits, human resource department management processes, Human Resources and OFBiz
- 5) Supply Chains and ERP
Keywords: goals of supply chain management, partnership, coordination, eProcurement, Supply Chain and OFBiz
- 6) Reengineering vs. Customization
Keywords: business processes, processes in connection to ERP modules, metrics for processes, erp customization technologies, phases in and design models used in erp implementation, OFBiz Customization (Forms, Database, Reports), trade-off between customization and business process reengineering
- 7) Managing ERP Projects
Keywords: ERP Success Statistics, Types of Failures, Risk Factors, Solutions to minimize risks, agile erp projects
- 8) Analysis Patterns for Accountability
Keywords: Party, Party Hierarchies, Rules, Relations, Accountability Patterns in OFBiz
- 9) Analysis Patterns for Accounting
Keywords: Account, Entry, Transaction, Calculations, Account Types, Accounting Patterns in OFBiz

- 10) Analysis Patterns for Planning
Keywords: Plan, Action, Action Types, Protocol, Resources, Planning Patterns in OFBiz
- 11) Analysis Patterns for Trading
Keywords: Contract, Party, Portfolio, Filters, Quotes, Scenarios, Trading Patterns in OFBiz
- 12) Enterprise Application Integration (EAI) and Service Coordination Protocol (SCP)
Keywords: IS Design, Blocking vs. Non-Blocking calls, RPC, Middleware, Message Brokers, Principles behind message brokers, Conversation, Coordination, Coordination Modelling, Coordination Middleware, WS-Coordination, WS-Transaction, EAI, SCP and OFBiz

Peter Dolog, 12. November. 2007