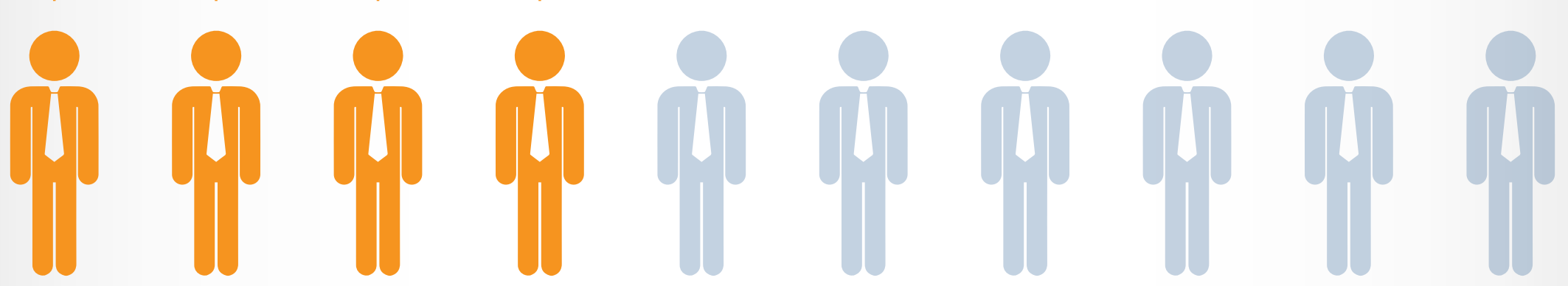


TOP SAP SKILLS

WHAT YOUR SAP TEAM REALLY WANTS TO LEARN

The SAP skill gap is widening dramatically. In fact, **4 out of 10 SAP pros** say that they have not received enough training to perform their job duties!

4 OUT OF 10



67% of SAP pros prefer online training over any other training method.



78% say they can spend up to 1 hour daily on training.

WHAT YOUR SAP TEAM WANTS TO LEARN

We analyzed the last **10,000** course subscriptions in our community and found the **top 10 SAP topics** for this year.



SAP S/4 HANA Basic Skills & Navigation

The most popular courses on our platform by far.



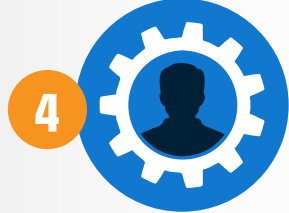
SAP S/4 HANA Reporting Skills

No matter a user's final role in SAP – everybody needs reporting skills.



Fiori

SAP's new browser-based user interface is a HOT topic.



ABAP for SAP Users

Not just for programmers. Functional users want ABAP knowledge, too.



Materials Management Configuration

IT analysts want configuration training in MM (and other core modules).



Accounts Receivable/Payable

Knowing how to process financial transactions is a core skill.



Basic Finance Overview & General Ledger

Understanding fundamental business processes in FI is in high demand.



Purchasing, Material Master and MRP

Procurement and materials requirements planning are trending topics this year.



Inventory & Warehouse Management

S/4 HANA's supply chain management functions turned up student demand.



Sales Order Processing

Fundamental sales & distribution processes with above-average student enrollments.

WHAT YOUR TEAM STRUGGLES WITH

SAP professionals struggle to keep their skills up-to-date due to new SAP releases and companies' changing business requirements.



31%

NO ACCESS TO USEFUL TRAINING MATERIAL

The # 1 problem cited by SAP pros. Replace old PowerPoint slides or outdated Word documents with on-demand training.



28%

NOT ENOUGH BUDGET

Most companies spend \$400 or less per SAP user for all-inclusive online training subscriptions and avoid travel cost & absences.



25%

NOT ENOUGH TIME

Forget day-long classroom sessions – nobody has time for that anymore. Training needs to be available in small chunks.

WHAT DECISION MAKERS NEED TO KEEP AN EYE ON

Decision makers at top companies are changing their training approach to meet these new demands from their SAP teams.



START MEASURING THE RIGHT THINGS

SAP pros want access to a training library and use learned skills immediately in their jobs. Thus, start measuring usage rates and not completion rates.

SPEND YOUR TRAINING DOLLARS WISELY

Classroom sessions or conferences are expensive. Very expensive, in fact. Instead, use your training budget wisely to create custom content where necessary and subscribe to ready-to-go content where possible.



MAKE TRAINING REPEATABLE & SCALABLE

Repeatable online training leads to higher information retention rates. Also, it is scalable to the size of your entire SAP team with a click of a button, regardless of physical location.

GIVE THEM A PLACE TO PLAY & PRACTICE

Most SAP users say there is no system available to them to play & practice consequence-free. Set up a sandbox system or sign up for one here: michaelmanagement.com/access.



Source:
MMC Training Survey: www.michaelmanagement.com/survey

FOR A FREE CORPORATE TRIAL



Contact our Corporate Sales Team at
sales@michaelmanagement.com or



(800) 608-0490, option 2


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