

SAP Merchandise and Assortment Planning – Consultant Qualification Curriculum



SAP Trading Industries



Goal:

This SAP MAP consultant qualification curriculum helps you to find the right **training courses** and **self-studies** to prepare you well for your SAP MAP implementation project. It takes into account different **levels of expertise** and shows you the required **competencies** and the recommended order of studies.

The **knowledge requirements** are rated regarding **importance** from “Mandatory” and “High importance” to “Recommended” and differentiated based on the **prior experience of a consultant** (new SAP consultant / experienced SAP BI consultant / other experienced SAP consultant).

Levels of Expertise

Equipped with the basic SAP MAP knowledge of the “**MAP Competency Level 1**”, you can start implementing this knowledge in a customer project when shadowed / coached by an experienced SAP MAP consultant.

With increasing implementation knowledge (minimum 1 MAP project or ~1 year MAP experience), with additional knowledge on some more elaborate SAP MAP topics and possibly some more technical topics, you will reach the “**MAP Competency Level 2**”, which enables you to conduct many SAP MAP implementation tasks on your own.

After having extended SAP MAP customer implementation experience (several different customers, customer acceptance and acceptance as coach), you reach “**MAP Competency Level 3**” and are able to coach other consultants.



Goal:

For the benefit of our customers, we aim to ensure a good level of expertise of the MAP implementation consultants and a sufficient number of educated and experienced MAP consultants.

Therefore, we will start actively tracking the Level of Expertise of MAP Consultants according to this Curriculum, effective immediately.

We also aim to ensure that our partners have a critical mass of educated MAP consultants (strongly recommended minimum are two Level 1 MAP consultants and one Level 2 MAP consultant) when starting an implementation project, or are shadowed by MAP experts.

Consultant qualification tracking:

MAP Competency Level 1" is automatically registered when attending the mandatory MAP workshop.

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Courses	Self-Study	Comment	Importance for			
						New SAP Consultant	Experienced BI Consultant	Other experienced SAP cons.	
MAP Competency Level 1	Business and Application knowledge: <ul style="list-style-type: none"> Cross component knowledge in BI/MAP Understanding of customer processes Definition of gaps and additional requirements 	Function Overview SAP for Retail	SAPIRT (5 days)		Workshop schedule	mandatory	high	high	
		BI Enterprise Data Warehouse	BW310/TBW10 (5 days)		Workshop schedule/ Workshop schedule	mandatory	recommended	high	
		BI Enterprise Reporting, Query & Analysis (Part I)	BW305 TBW20 (5 days)		Workshop schedule Workshop schedule	mandatory	recommended	high	
		BI Enterprise Reporting, Query & Analysis (Part II)	BW306 (5 days)		Workshop schedule	High	recommended	high	
		BI Integrated Planning	BW370/TBW45		Workshop schedule Workshop schedule	mandatory	recommended	mandatory	
				Document „SAP Solution Brief“			recommended	recommended	recommended
		SAP NetWeaver BI Integrated Planning		Document „Integrated Planning Guidelines“			recommended	recommended	recommended
		SAP NetWeaver BI Integrated Planning		Document „BI Integrated Planning in SAP NetWeaver 7.0“			recommended	recommended	recommended
		MAP Business Scenarios		SAP Library – SAP MAP I		Overview on MAP process flow	high	high	high
		MAP Szenario Description		SAP Library – SAP MAP II			high	high	high
	Power Users' Guide		Business Planning and Analytical Services		SAP NetWeaver Library	high	high	high	
	Short overview on MAP in general and on selected key topics		Online Knowledge Products with High-Level Overview on SAP MAP Topics		Ideal preparation for the detailed MAP workshops (e-learnings, tutorials, presentations, etc.)	recommended	recommended	recommended	
	SAP MAP Workshop	W26MIP (3 days)			Core MAP workshop Workshop schedule	mandatory	mandatory	Mandatory	
	MAP Configuration Guide		SAP Library - SAP MAP Configuration Guide		Standard documentation in SAP Help Portal	mandatory	mandatory	Mandatory	
	Overview MAP Business Scenario		Retail Industry Specific SAP Business Maps		Link Follow the map to Merchandise and Assortment Planning	Recommended	Recommended	Recommended	
	Best Practices for MAP Solution Operations		Not yet available		What needs to be considered in MAP implementation for smooth system operations Context: RUN SAP for Retail Roadmap	high	high	High	
		Configuration and system Set-up: <ul style="list-style-type: none"> Set-up of customer system landscape (configuration guide) Process monitoring 							

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Course	Self-Study	Comment	Importance for		
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.
MAP Competency Level 2	Incremental competencies and experiences: Technology: •Establishing and monitoring connectivity •Integration to other planning related applications and systems (SOP, OAPC, SSM) MAP Implementation Experience assisted / shadowed by a coach (minimum 1 project/~1 year F&R experience)	MAP Data Interfaces		Merchandise and Assortment Planning – Release Workbench	Integration between BI & Retail System	recommended	recommended	recommended
		BI – Selected Topics on Integrated Planning	PDEF56		Workshop schedule	recommended	recommended	recommended
		Short overview on MAP in general and on selected key topics		Online Knowledge Products with High-Level Overview on SAP MAP Topics	Ideal preparation for the detailed MAP workshops (e-learnings, tutorials, presentations, etc.)	recommended	recommended	recommended
		SAP ERP 6.0 Retail Delta Workshop	W26RDW		Workshop schedule			
		Administration of SAP NetWeaver Systems		Business Planning and Analytical Services	Administration and optimal Maintenance of the Business Planning and Analytical scenario	high	high	high
		SAP NetWeaver BI Analytics Workshop for SAP for Retail	W26BIC (2 days)		relevant for BI queries	recommended	recommended	recommended
		Selected Topics on BI Business Planning		https://www.sdn.sap.com		recommended	recommended	recommended

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Level of Expertise	Competency	Specific Topic knowledge requirements	Training Course	Self-Study	Comment	Importance for		
						New SAP Consultant	Experienced MM Consultant	Other experienced SAP cons.
MAP Competency Level 3	<p>Incremental competencies and experiences:</p> <p>Analysis/Strategic services/Coaching/first level support</p> <ul style="list-style-type: none"> * Advanced configuration knowledge * Ability to find workaround for complex business issues <p>Project management and solution architecture</p> <ul style="list-style-type: none"> * Support in business re-engineering and development of best practise templates * System and team integration * Specification of customer requirements * Managing of custom-development projects <p>Extended MAP Customer implementation experience (several different customers, customer acceptance and acceptance as coach)</p>				<p>There is no special curriculum for this level of expertise. It is mainly based on extended implementation experience and coaching.</p> <p>A good basis for increasing knowledge and sharing experience is, however, studying SDN as well as BPX Blogs and Articles.</p>			

Cross component knowledge in MAP/BI/ERP

List of main processes, sub-processes and components



Main processes	Sub-processes and components	KPIs, Planning Level	
1. Strategic Planning	<i>1 Strategic Planning Distribution Chain</i>	1.1 Sales at Retail	
		1.2 Sales at Cost	
		1.3 Turnover	
		1.4 Gross Margin	
		1.5 Year level	
		1.6 Season level	
		1.7 Company level	
		1.8 Distribution Chain Level	
		<i>2 Strategic Division Planning</i>	2.1 Sales at Retail
	2.2 Sales at Cost		
	2.3 Turnover		
	2.4 Gross Margin		
	2.5 Year level		
	2.6 Season level		
	2.8 Distribution Chain level		
	2.9 Division level		
	<i>3 Strategic Analytics</i>		3.1 Reports to monitor the entire planning phase
	2. Merchandise Planning	<i>1 Sales Planning</i>	1.1 Sales at Retail
			1.2 Sales at Cost
			1.3 Last Year Variances
1.4 Distribution Chain level			
1.5 Segment level			
1.6 Season level			
<i>2 Markdown Planning</i>		<i>Solely used within the RMA set of templates</i>	2.1 Sales at Retail
			2.2 Sales at Cost

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	KPIs, Planning Level
		2.3 Markdown at Retail
		2.3.1 Promotions
		2.3.2 Clearances
		2.3.3 Shrinkages
		2.3.4 Discounts
		2.4 Distribution Chain
		2.5 Category
		2.6 Subcategory
		2.7 Segment
		2.8 Rollout
		2.9 Month, Week
	<i>3 Gross Margin Planning</i>	
		3.1 Sales at Retail
		3.2 Sales at Cost
		3.3 Markdowns
		3.4 Receipts
		3.5 Gross Margin
		3.6 Initial Mark-Ups/Cumulates Mark-Ups
		3.7 GMROI
		3.8 Costs of Goods Sold (COGS) – only for CMA
		3.9 Planning levels: <i>see MD Planning</i>
	<i>4 Inventory and Receipts Planning</i>	
		4.1 Beginning of Period Inventory (BOP)
		4.2 End of Period Inventory (EOP)
		4.3 Average Inventory
		4.4 Turnover
		4.5 Sales-Stock Ratio
		4.6 Sell-Through Ratio
		4.7 Weeks of Supply (WOS)
		4.8 Planning levels: <i>see MD Planning</i>
	<i>5 Merchandise Analytics</i>	
		5.1 Reports to monitor the entire planning phase

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	KPIs, Planning Level
3. Store Planning		
	<i>1 Store Sales Planning</i>	1.1 Sales at Retail
		1.2 Sales at Cost
		1.3 Sales Variances
		1.4 Sales Contribution Percentages
		1.5 Store level
		1.6 Season, Month level
	<i>2 Store Markdown Planning</i>	
		2.1 Sales at Retail
		2.2 Sales at Cost
		2.3 Markdowns
		2.4 Store level
		2.5 Month, Week level
	<i>3 Store Gross Margin Planning</i>	
		3.1 Sales at Retail
		3.2 Sales at Cost
		3.3 Gross Margin
		3.4 Store level
		3.5 Month, Week level
	<i>4 Store Inventory and Receipts Planning</i>	
		4.1 Projected Receipts (calculation of EOP)
		4.2 EOP (calculation of Projected Receipts)
		4.3 Store level
		4.4 Month, Week level
	<i>5 Store Analytics</i>	
		5.1 Reports to monitor the entire planning phase

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	KPIs, Planning Level
4. Reconciliation Planning		
	<i>1 Plan Reconciliation</i>	1.1 Sales at Retail
	Comparison of Strategic, Merchandise and Store Plan in one layout	1.2 Sales at Cost
		1.3 Sales variances
		1.4 Turnover
		1.5 Average Inventory
		1.6 Year, Season, Month level

Cross component knowledge in ERP/F&R/BI

List of main processes, sub-processes and components



Main processes	Sub-processes and components	System
5.1 Assortment Planning Basics		
	1 Capacity Planning (Optional)	BW
	2 Store Segmentation (Optional)	BW
	3 Assortment Definition	BW
	4 Article Creation (Optional)	BW
	5 Assortment Creation (Optional)	BW
	6 Add Article to Assortment Version	BW
	7 Release Assortment Version to SOP (Shelf Optimization Program)	External
	8 Request for Assortment Version out of SOP	External
	9 Optimize Planogram (Assortment Version)	External
	10 Release optimized planogram to planning	External
	11 Check optimized planogram to planning (Optional)	BW
	12 Release to Merchandise System	BW
5.2 Assortment Planning Fashion		
	1 Capacity Planning (Optional)	BW
	2 Store Segmentation (Optional)	BW
	3 Assortment Definition	BW
	4 Target Planning	BW
	5 Article Creation (Optional)	BW
	5.1 Option Plan	BW
	5.2 Size Plan	BW
	6 Execute Quantity Planning (Optional)	BW
	7 Create Prepack generation information (Optional)	BW
	8 Release to Merchandise System	BW