

# JOB ASSURED COURSE

# ODOO

Class Syllabus  
6 MONTH COURSE  
(3 MONTH ONLINE COURSE + 3 MONTH INTERNSHIP)



# About Us

At **Joshguru Technologies Pvt. Ltd**, we are committed to providing career-oriented, skill-based education that prepares students and professionals for real-world success. As a leading EdTech company, our **Odoo Course** bridges the gap between theory and hands-on experience, equipping learners with front-end, back-end, and database management skills at affordable prices.

Our expert trainers, with years of industry and teaching experience, have trained numerous students, professionals, and entrepreneurs in Web Development, MERN Stack, and modern technologies to help them build real-world projects and land high-paying jobs.

"We have highly experienced Faculty from IIT, IIIT and TOP MNC's, we also have Start-ups owners who will guide and teach you, helping you enhance your skills and excel in your career."

 **Want to take your learning to the next level? Join us and get mentored by experts from India's top institutions. Join us and start your journey as a Odoo FRF Solution !** 

# Our Mission

Joshguru's mission is to provide skills development education to youth in every village and corner of India. Joshguru help all capable youth to change their skills, their presence of mind and the lives of their families. We are on here to provide a skill based learning to every interested student, professional, entrepreneur or a person of any background in very affordable prize.

# Our Vision

Our Vision is to make more and more youth independent so that they do not bother for jobs after 12th, and can live their life in a better way



# Why Odoo ?

Odoo is a powerful, flexible, and cost-effective business management solution that helps companies of all sizes automate and optimize their operations. It is an all-in-one ERP (Enterprise Resource Planning) system with modular applications for CRM, sales, inventory, HR, accounting, and more.

## Why Should Use Odoo ?

- **Small & Medium Businesses (SMBs)** – Cost-effective, easy-to-use ERP solution.
- **Manufacturing & Supply Chain** – Manage production, inventory, and logistics.
- **Retail & E-commerce** – Omnichannel sales, POS integration, and online store management.
- **Wholesale & Distribution** – Automate supply chain and stock management.
- **Service-Based Companies** – CRM, project tracking, and invoicing.

# Modules Overview

**Odoo Functional Basics, CRM ,  
Sales, Accounting**

**Odoo Technical ( Python,  
Customization/ API )**

**Week 1-3**

**Week 3-6**

**Complete ERP Implementation,  
Functional + Technical**

**Full ERP Implementation**

**Week 7-9**

**Week 10-12**

**3 MONTHS  
Paid  
Internship**

# Odoo Functional Basics CRM , Sales, Accounting

Odoo is a comprehensive business management software with multiple modules to handle different business operations. Below is a detailed overview of the functional basics, CRM, sales, and accounting in Odoo.

## Odoo Functional Basics

Odoo is modular, meaning businesses can install and use only the applications they need. The core functionalities include:

- **User-friendly dashboard** – A centralized control panel for managing all apps.
- **Integrated apps** – CRM, sales, accounting, inventory, and HR work together seamlessly.
- **Customization** – Modify workflows, fields, and reports according to business needs.
- **Automation** – Reduce manual tasks with scheduled actions and workflows.
- **Multi-user access** – Different roles and permissions for team members.

# CRM in Odoo (Customer Relationship Management )

Odoo CRM helps businesses manage leads, track customer interactions, and close deals efficiently.

## Key Features of Odoo CRM

- **Lead Management** – Capture leads from emails, websites, and marketing campaigns.
- **Pipeline Management** – Organize sales opportunities in different stages.
- **Customization** – Modify workflows, fields, and reports according to business needs.
- **Automation** – Reduce manual tasks with scheduled actions and workflows.
- **Multi-user access** – Different roles and permissions for team members.

# Odoo in Sales Accounting

Sales accounting in Odoo involves managing financial transactions related to sales, including invoicing, payments, revenue recognition, and customer account management. It integrates seamlessly with Odoo's Sales, Accounting, and Inventory modules to ensure accurate financial reporting.

## Key Features of Odoo In Sales Accounting

- **Sales Order to Invoice Automation** – Convert sales orders into invoices automatically, Track invoice status (Draft, Open, Paid).
- **Revenue Recognition**– Recognize revenue based on sales deliveries, Manage deferred revenue for subscription-based sales
- **Multi-Currency & Tax Management**– Handle multi-currency transactions, Apply VAT, GST, or other regional tax rules.
- **Customer Payments & Reconciliation**– Accept payments via bank transfer, credit cards, or payment gateways .
- **Profitability & Reporting** – Generate sales profitability reports , Analyze customer payment behavior and outstanding balances.

# Odoo Technical ( Python, Customization / API )

Odoo Technical refers to the backend and development aspects of Odoo, including customization, module development, database management, API integration, and server configuration. It is primarily used by developers and system administrators to extend Odoo's functionality beyond its default features.

## Key Features of Odoo Technical

- **Odoo Architecture** – Python-based Backend: Odoo is built using Python (Odoo Framework).
- **Odoo Development (Custom Modules & Apps)** – Create new apps/features using Python , Extend existing Odoo models.
- **Odoo Frontend** – Odoo Frontend Development (ui/ux) - Customize forms, reports, and dashboards, JavaScript Framework: For dynamic UI customization.
- **Odoo Server & Deployment** - Odoo Configuration (odoo.conf file): Manage database, logging, and multi- company setups.
- **Odoo Integration & API** – External API Calls: Use XML-RPC, JSON-RPC, or REST API for third-party integrations, Payment Gateway Integration: Connect with Razorpay, Stripe, PayPal, etc.

# Complete ERP Implementation (Functional + Technical)

Implementing Odoo ERP involves both functional (business processes & configurations) and technical (customization & development) aspects. A complete ERP implementation ensures seamless integration of sales, accounting, inventory, HR, CRM, and other business operations.

## 1. Functional ERP Implementation

- Configure modules (Sales, Accounting, Inventory, HR, etc.).
- Set up workflows, user roles, taxes, and reports.
- Migrate data and automate processes
- Train employees & provide support.

## 2. Technical Implementation

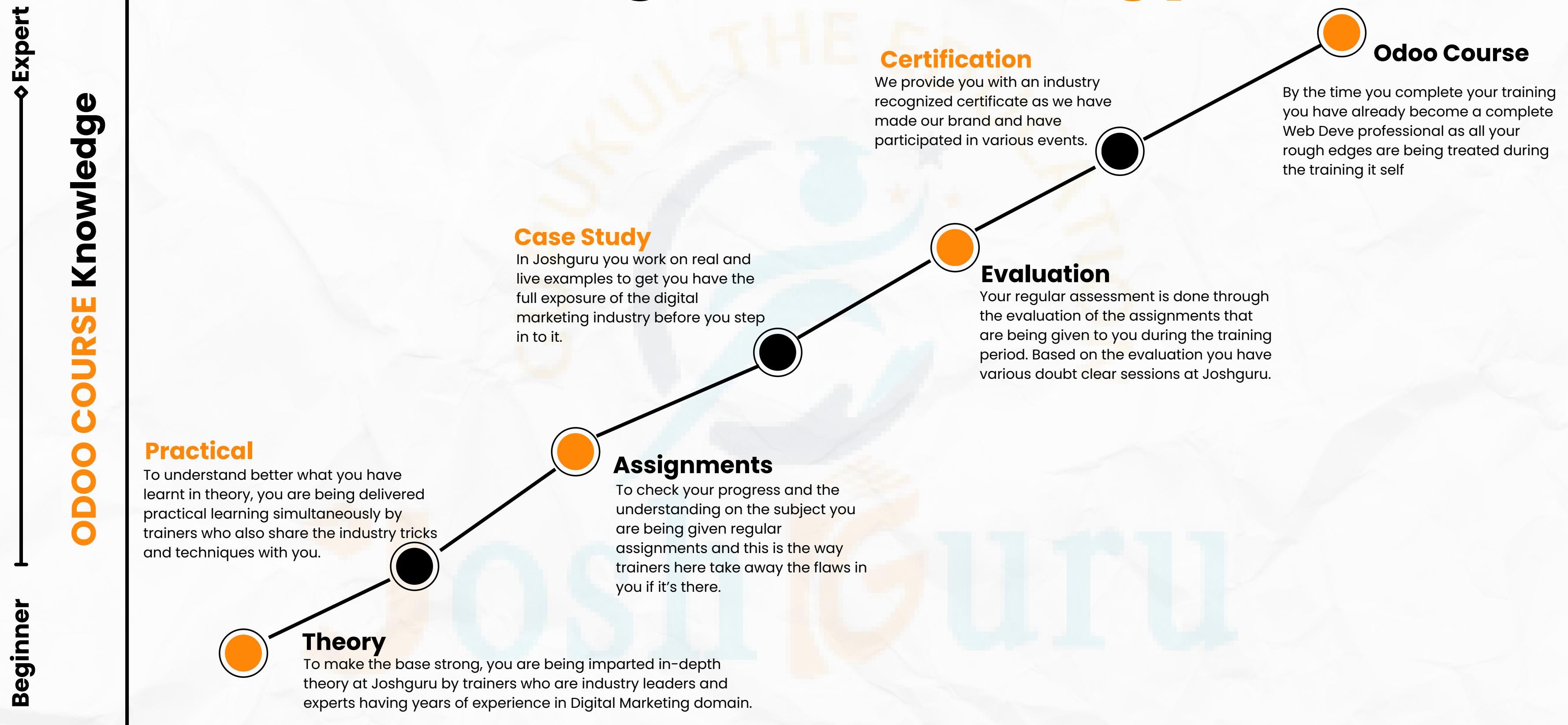
- Install & deploy Odoo on Cloud/VPS/On-Premise.
- Develop custom modules, reports, APIs, and integrations.
- Modify UI with XML, QWeb, and JavaScript (OWL Framework).
- Optimize database & performance tuning.

# Full ERP Implementation

A Full ERP Implementation involves setting up, customizing, and deploying an Enterprise Resource Planning (ERP) system like Odoo to manage all business operations efficiently. It includes both functional setup (business configuration) and technical customization (development & integrations).

- **Planning & Analysis** – Identify business needs & ERP modules.
- **System Setup** – Install, configure workflows, roles & financials.
- **Data Migration** – Import customers, sales, inventory, etc.
- **Customization (If Needed)** – Develop custom modules, reports, and integrations.
- **Testing & Training** – Ensure system works & train employees.
- **Deployment & Go-Live** – Launch ERP for real-time operations.
- **Support & Optimization** – Fix issues & improve performance.

# Training Methodology



# Still Confused about Odoo ?

Odoo is a powerful ERP system that helps businesses manage everything from Sales, Accounting, Inventory, HR, CRM, and Manufacturing to custom development. But choosing the right course can be tricky.

## Ask Yourself These Questions:

- Do you want to use and configure Odoo for businesses without coding? → Go for Odoo Functional Training.
- Do you want to develop & customize Odoo applications using Python? → Choose Odoo Technical Training.
- Are you aiming for a high-paying ERP career but don't know where to start? → Consider learning both Functional & Technical for more opportunities.

# REASONS WHY JOSHGURU

- Covering 25+ Modules
- 50+ Case Studies
- Expert Faculty from IIT, IIIT and TOP MNC's
- 100% Job Assistance Gaurantee\*\*
- Real time training with 50+ Tools
- Interview and Resume Building classes
- Affordable & High-Quality Education
- Affordable fee for Life changing Education
- Continuous Assessment with Assignments
- Practical training in live projects with Industry Experts



# Certification



## Certificate of Completion

*This Certificate is proudly presented to*

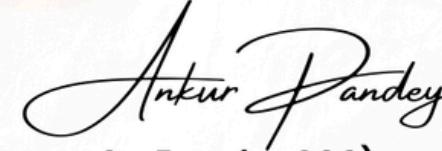
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*For successfully completing the*

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*course from **Joshguru Technologies Pvt. Ltd.***

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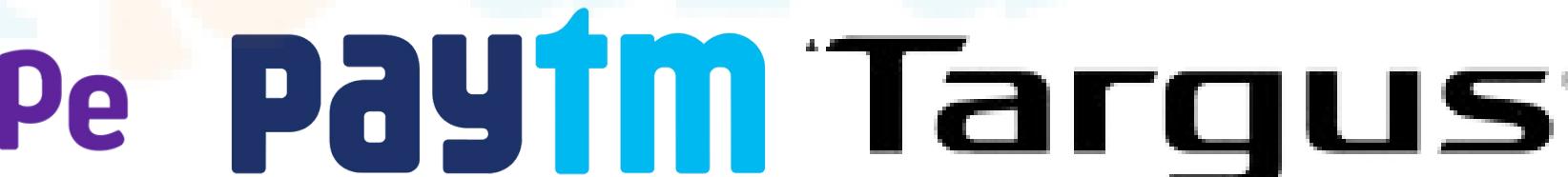
  
Ankur Pandey  
Co-Founder, COO)



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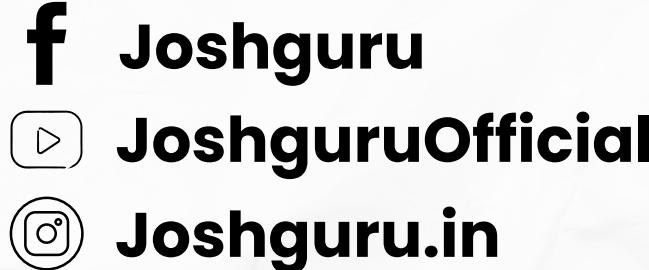
  
Joshguru Technologies Pvt. Ltd.

# Our Placement Partners



**“JOSHGURU**  
is the institute where  
leaders of today  
began their journey as  
**BEGINNERS”**

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