



# **Fusion**

# **eLearning**

# **Course Catalog**

Hello, and welcome to Karmak aKademy!

We're so glad you're here.

We've seen it time and time again – the most successful Karmak Fusion users are the ones who are exposed to our eLearning early and often. Whether you're new to the Karmak family or just want to learn a little more about Fusion, Karmak aKademy is the place for you.

In this course catalog, you'll find a listing of all the courses we have to offer grouped by job title, broken down by module – Accounting, Parts, Service, Sales, Lease/Rental, Systems, and Reporting/FRW.

We know that the job titles might not match yours exactly, but we hope you'll find one that matches closely with the training you'll need to do your job.

On the next page, you'll find a few helpful processes that will aid you in getting started with eLearning. And of course, if you have questions, please feel free to reach out to us at [askelearning@karmak.com](mailto:askelearning@karmak.com).

Happy learning!

## Helpful Processes

### Logging in to Karmak aKademy

1. When you receive the signup confirmation email, click the link provided.
2. Enter your first and last names in the corresponding fields.
3. Select a job title. Please keep in mind that the job titles listed might not match your job title exactly. Simply choose the one that most closely matches yours.
4. Select the name of your company from the Organization Name drop-down list.
5. Enter your branch or city, state or province, and manager's name.
6. Click the Save button.
7. Once you've logged in, all coursework pertaining to your selected job role will be added to your account.

### Enrolling in Coursework

1. Log in to Karmak eLearning.
2. Select the **Catalog** option at the top of the screen.
3. Select the module for the courses you'd like to enroll in. After selecting it, you'll see a list of available Learning Paths and Modules. You can also use the magnifying glass to search.
4. When you find the course you want to enroll in, select the **Enroll** button or select **More Info** to get specifics.
5. Any course that you're already enrolled in will only have **More Info** option available to select.
6. The My Training Page will keep track of any courses completed.

### Forgot Your Password?

1. Go to [learning.karmak.com](http://learning.karmak.com)
2. Click the **Create/Update your password** hyperlink.
3. Enter your email address then click the **Send** button.
4. If you have an account with us, you will receive an email with instructions on how to reset your password. If you don't receive an email within a few minutes, be sure to check your spam folder and/or contact [askelearning@karmak.com](mailto:askelearning@karmak.com) for further assistance.

The **only** browser supported by Karmak eLearning is **Google Chrome**.

## Accounting

<b>A/R Clerk   Account Manager</b> <b>(Approximately 2 hours and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Accounting Daily: Accounts Receivable</b>	This module covers some of the daily tasks you may need to perform while working in accounts receivable. This includes displaying commissions for salespeople, viewing an invoice summary, creating a sales tax adjustment invoice, and requesting customer statements.
<b>Accounting Daily: Customer Activity</b>	This module shows you how to post payments, post partial payments, enter a payment into unapplied, apply discounts when entering payments, enter over-payments, move payments, create a refund check, print a journal reference, and do the journal entry from cash clearing to cash in the bank.

<b>A/P Clerk</b> <b>(Approximately 1 hour and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Accounting Daily: Accounts Payable</b>	The Accounts Payable Daily Module walks you through the daily processes you'll need to be familiar with to work in Fusion's accounts payable applications. A/P Vendors, A/P Invoice Entry, and A/P Check Processing are a few of the topics covered in this module.

<b>Controller</b> <b>(Approximately 1 hour and 30 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Accounting Daily: General Ledger</b>	Your General Ledger holds all your accounts and is the heart and soul of the accounting department. This module shows you how to make journal entries, reconcile accounts, and so much more!
<b>Accounting Daily: Essential Accounting Reports</b>	This course will go over some important accounting reports.

## Accounting

Accounting Management (CFO) (Approximately 4 hours and 30 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Accounting Daily: Customer Activity</b>	This module shows you how to post payments, post partial payments, enter a payment into unapplied, apply discounts when entering payments, enter over-payments, move payments, create a refund check, print a journal reference, and do the journal entry from cash clearing to cash in the bank.
<b>Accounting Daily: General Ledger</b>	Your General Ledger holds all your accounts and is the heart and soul of the accounting department. This module shows you how to make journal entries, reconcile accounts, and so much more!
<b>Accounting Daily: Accounts Payable</b>	The Accounts Payable Daily Module walks you through the daily processes you'll need to be familiar with to work in Fusion's accounts payable applications. A/P Vendors, A/P Invoice Entry, and A/P Check Processing are a few of the topics covered in this module.
<b>Accounting Daily: Accounts Receivable</b>	This module covers some of the daily tasks you may need to perform in accounts receivable, including displaying commissions for salespeople, viewing an invoice summary, creating a sales tax adjustment invoice, and requesting customer statements.
<b>Accounting Daily: Essential Accounting Reports</b>	This course will go over some important accounting reports.

Additional Accounting Courses (Approximately 2 hours and 15 minutes to complete)	
<b>Accounting Daily: Fixed Assets</b>	If you use Fixed Assets, use this module to walk you through how to set it up.
<b>Accounting Daily: Notes Payable</b>	This course covers the Notes Payable functions in Karmak.
<b>Accounting Daily: OEM Financial</b>	This course covers OEM financial crosses, unit crosses, and non-financial data, as well as walks you through transmitting an OEM financial.

Post-Live Accounting Courses (Approximately 15 minutes to complete)	
<b>Troubleshooting Sales Tax Discrepancies</b>	This course will give suggestions on troubleshooting sales tax discrepancies.

## Accounting

Accounting Champion - All Accounting Set Up (Approximately 4 hours and 15 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Accounting Set Up: Accounts Receivable</b>	Learn about the applications involved in setting up your accounts receivable within Fusion. This module covers setting up customers, payment terms, payment methods, finance charges, and more!
<b>Accounting Set Up: Accounts Payable</b>	Here you can find everything you need to know about accounts payable setup, A/P vendors and vendor groups, and PO codes.
<b>Accounting Set Up: General Ledger</b>	This module covers the setup of your general ledger applications within the Fusion business system. Here you will learn about account allocations, controlled GL accounts, journal entry templates, recurring journal entries, and more!
<b>Accounting Set Up: Sales Tax</b>	In this module, we cover setting Fusion up to handle your sales tax.

## Parts

<b>Parts Counter</b> <b>(Approximately 2 hours and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Point of Sale</b>	A lot goes on at your parts counter, and this module covers most of what you'll need to know about Fusion to sell parts like a pro!
<b>Parts Daily: Parts Miscellaneous Purchase Order</b>	Miscellaneous purchase orders are an excellent tool for keeping track of miscellaneous charges to your parts department. Learn about the different kinds of MPOs and how to create and reference them.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!

<b>Parts Pricing Manager</b> <b>(Approximately 1 hour and 45 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Set Up: Basic Pricing Set Up</b>	To price your parts competitively, it's essential to understand the pricing options available to you within the Fusion business system. Take some time to learn about price groups, customer special pricing, and other options within the supplier record.
<b>Parts Set Up: Price File Administration</b>	This module covers setting up your Fusion business system to create and update parts and parts pricing from a price file.

<b>Purchasing Manager</b> <b>(Approximately 1 hour and 45 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!
<b>Parts Daily: Purchasing</b>	This module covers all aspects of creating purchase orders for parts in your inventory, including creating suggested purchase orders, manually requesting purchase orders, and editing purchase orders.
<b>Parts Daily: Receiving</b>	When parts you've ordered are delivered to your facility, you'll need to receive them into your inventory before you can sell them. This module covers all you need to know about receiving parts.

## Parts

Warehouse Manager   Inventory Manager (Approximately 1 hour and 30 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!
<b>Parts Daily: Physical Inventory</b>	Discover the physical inventory process, from updating the settings to making the request, as well as finalizing an inventory count.
<b>Parts Daily: Receiving</b>	When parts you've ordered are delivered to your facility, you need to receive them into your inventory before you can sell them. This module covers all you need to know about receiving parts.

Shipping/Receiving (Approximately 1 hour and 30 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!
<b>Parts Daily: Physical Inventory</b>	Discover the physical inventory process, from updating the settings to making the request, as well as finalizing an inventory count.
<b>Parts Daily: Receiving</b>	When parts you've ordered are delivered to your facility, you need to receive them into your inventory before you can sell them. This module covers all you need to know about receiving parts.



## Parts

<b>Parts Manager</b> <b>(Approximately 3 hours and 45 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Point of Sale</b>	A lot goes on at your parts counter, and this module covers most of what you'll need to know about Fusion to sell parts like a pro!
<b>Parts Daily: Parts Miscellaneous Purchase Order</b>	Miscellaneous purchase orders are an excellent tool for keeping track of miscellaneous charges to your parts department. Learn about the different kinds of MPOs and how to create and reference them.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!
<b>Parts Daily: Physical Inventory</b>	Discover the physical inventory process, from updating the settings to making the request, as well as finalizing an inventory count.
<b>Parts Daily: Purchasing</b>	This module covers all aspects of creating purchase orders for parts in your inventory, including creating suggested purchase orders, manually requesting purchase orders, and editing purchase orders.
<b>Parts Daily: Receiving</b>	When parts you've ordered are delivered to your facility, you need to receive them into your inventory before you can sell them. This module covers all you need to know about receiving parts.

## Parts

Parts Management (Director) – This role contains all Parts Daily courses. (Approximately 4 hours and 45 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Daily: Point of Sale</b>	A lot goes on at your parts counter, and this module covers most of what you'll need to know about Fusion to sell parts like a pro!
<b>Parts Daily: Parts Miscellaneous Purchase Order</b>	Miscellaneous purchase orders are an excellent tool for keeping track of miscellaneous charges to your parts department. Learn about the different kinds of MPOs and how to create and reference them.
<b>Parts Daily: Inter-Branch</b>	Do you ever need to transfer parts between branches? Then, this module is for you. Learn how to request parts from other branches, transfer parts between branches, and receive the parts, too!
<b>Parts Daily: Physical Inventory</b>	Discover the physical inventory process, from updating the settings to making the request, as well as finalizing an inventory count.
<b>Parts Daily: Purchasing</b>	This module covers all aspects of creating purchase orders for parts in your inventory, including creating suggested purchase orders, manually requesting purchase orders, and editing purchase orders.
<b>Parts Daily: Receiving</b>	When parts you've ordered are delivered to your facility, you need to receive them into your inventory before you can sell them. This module covers all you need to know about receiving parts.
<b>Parts Daily: Inventory Control Management</b>	This module has everything you need to know about inventory control management, from creating to searching parts, from updating to cross-referencing parts.

Post-Live Parts Courses (Available Individually)	
<b>Point of Sale – Post-Live</b>	This course contains additional point of sale learning. This course will take approximately 15 minutes to complete.
<b>Physical Inventory – Post-Live</b>	This course contains additional physical inventory learning. This course will take approximately 30 minutes to complete.
<b>Purchasing and Receiving – Post-Live</b>	This course contains additional purchasing and receiving courses. This course will take approximately 2 hours and 30 minutes to complete.
<b>Inventory Management – Post-Live</b>	This course contains additional inventory management learning. This course will take approximately 2 hours to complete.
<b>Pricing – Post-Live</b>	This course contains additional pricing learning. This course will take approximately 1 hour and 15 minutes to complete.
<b>Purchasing Theory – Post-Live</b>	Learn the ins and out of purchasing theory and how to apply it in your Fusion system. This course will take approximately 15 minutes to complete.

## Parts

<b>Parts Champion - All Parts Set Up</b> <b>(Approximately 4 hours and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Parts Set Up: Point of Sale</b>	This module covers the setup that needs to be completed so you can sell parts.
<b>Parts Set Up: Inventory Control Management</b>	This module guides you through what needs to be set up prior to starting to create parts.
<b>Parts Set Up: Basic Pricing</b>	This module helps you gain a solid understanding of all the pricing options within Fusion.
<b>Parts Set Up: Purchasing and Receiving</b>	This module covers the basic setup needed in order to get your Fusion system ready for purchasing and receiving.
<b>Parts Set Up: Price Files</b>	This module shows you how to set up parts pricing from a price file.
<b>Parts Set Up: EHC</b>	In this module, you'll learn how to create EHC codes and how to tie them to part numbers.
<b>Parts Set Up: Commission</b>	This module helps you understand how to set up commissions for your inside and outside salespeople.

## Service

Technician/Mechanic (Approximately 15 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Service Daily: Bar Code Time Entry	Time tracking is easy with Fusion's Bar Code Time Entry! Learn how to clock onto a repair order, a non-billable repair type, and clock off.

Technician/Mechanic with eTech (Approximately 1 hour and 30 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Service Daily: Bar Code Time Entry	Time tracking is easy with Fusion's Bar Code Time Entry! Learn how to clock onto a repair order, a non-billable repair type, and clock off.
Service Daily: eTech	This course covers how to set up and utilize the eTech application. Topics include clocking on and off, meter entry, unit history, parts request, technician story, technician status, the time log, and more!

Service Writer/Service Administrator/Cashier (Approximately 4 hours and 15 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Service Daily: Repair Order 1	Repair orders are the heart and soul of the service module in Fusion. This module covers key daily functions you will need to perform, such as creating and searching for repair orders and quotes, and much more.
Service Daily: Repair Order 2	A continuation of the Repair Order Module I, this course covers moving and deferring tasks, editing headers, and invoicing repair orders.
Service Daily: Units Module	Units are an essential part of your service shop. In this module, you will learn how to create units, search for them, and mass update them.
Service Daily: Repair Order Labor	This module covers adding, editing, and moving labor on repair orders.
Service Daily: Repair Order Misc. Charge	You can add miscellaneous charges to repair orders, as well as move and edit those charges. This module shows you how.
Service Daily: Miscellaneous Purchase Order	Learn how to create, edit, move, and reference miscellaneous purchase orders for your service shop.

## Service

<b>Back Counter</b> <b>(Approximately 1 hour to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Back Counter - Daily</b>	This module covers most of what you'll need to know about Fusion to sell parts like a pro on repair orders.

<b>Warranty Administrator</b> <b>(Approximately 4 hours and 30 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Service Daily: Repair Order 1</b>	Repair orders are the heart and soul of the service module in Fusion. This module covers key daily functions you will need to perform, such as creating and searching for repair orders and quotes, and much more.
<b>Service Daily: Repair Order 2</b>	A continuation of the Repair Order Module I, this course covers moving and deferring tasks, editing headers, and invoicing repair orders.
<b>Service Daily: Units Module</b>	Units are an essential part of your service shop. In this module, you will learn how to create units, search for them, and mass update them.
<b>Service Daily: Repair Order Labor</b>	This module covers adding, editing, and moving labor on repair orders.
<b>Service Daily: Repair Order Misc. Charge</b>	You can add miscellaneous charges to repair orders, as well as move and edit those charges. This module shows you how.
<b>Service Daily: Miscellaneous Purchase Order</b>	Learn how to create, edit, move, and reference miscellaneous purchase orders for your service shop.
<b>Service Daily: Service Warranty</b>	This module will show you how to add SRTs to repair orders, understand claim management in Fusion, and download your warranty claims straight to your OEMs.

## Service

<b>Service Manager</b> <b>(Approximately 2 hours to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Service Daily: Preventive Maintenance</b>	As the miles fly by, preventive maintenance on your customers' units becomes more and more critical. This module will walk you through setting up new PM codes, attaching those codes to units, and reporting on what units are due for preventive maintenance.
<b>Service Daily: Service Technician Time Management</b>	Keeping track of technician time can feel like herding cats. Let Fusion help. This module shows you how to create and search for technician time records, view existing time, make changes and adjustments, and print bar codes.
<b>Service Daily: Service Technician Management</b>	Your technicians work hard every day to keep your customers' units on the road, but they also work hard to keep up to date with the latest skills and modules in the industry. Did you know you can document those achievements in the technician record? This module shows you how to view technician performance and record skill levels and modules.
<b>Service Daily: Daily Reports</b>	There are many reports available to you in the Service module of Fusion. Here, we cover five of the most commonly used service reports.

## Service

<b>Service Management (Director)</b> <b>(Approximately 6 hours and 30 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Service Daily: Repair Order 1</b>	Repair orders are the heart and soul of the service module in Fusion. This module covers key daily functions you will need to perform, such as creating and searching for repair orders and quotes, and much more.
<b>Service Daily: Repair Order 2</b>	A continuation of the Repair Order Module I, this course covers moving and deferring tasks, editing headers, and invoicing repair orders.
<b>Service Daily: Units Module</b>	Units are an essential part of your service shop. In this module, you will learn how to create units, search for them, and mass update them.
<b>Service Daily: Repair Order Labor</b>	This module covers adding, editing, and moving labor on repair orders.
<b>Service Daily: Repair Order Misc. Charge</b>	You can add miscellaneous charges to repair orders, as well as move and edit those charges. This module shows you how.
<b>Service Daily: Miscellaneous Purchase Order</b>	Learn how to create, edit, move, and reference miscellaneous purchase orders for your service shop.
<b>Service Daily: Service Warranty</b>	This module will show you how to add SRTs to repair orders, understand claim management in Fusion, and download your warranty claims straight to your OEMs.
<b>Service Daily: Preventive Maintenance</b>	As the miles fly by, preventive maintenance on your customers' units becomes more and more critical. This module will walk you through setting up new PM codes, attaching those codes to units, and reporting on what units are due for preventive maintenance.
<b>Service Daily: Bar Code Time Entry</b>	Time tracking is easy with Fusion's Bar Code Time Entry! Learn how to clock onto a repair order, a non-billable repair type such as shop cleanup, and clock off.
<b>Service Daily: Service Technician Time Management</b>	Keeping track of technician time can feel like herding cats. Let Fusion help. This module shows you how to create and search for technician time records, view existing time, make changes and adjustments, and print bar codes.
<b>Service Daily: Service Technician Management</b>	Your technicians work hard every day to keep your customers' units on the road, but they also work hard to keep up to date with the latest skills and modules in the industry. Did you know you can document those achievements in the technician record? This module shows you how to view technician performance and record skill levels and modules.
<b>Service Daily: Daily Reports</b>	There are many reports available to you in the Service module of Fusion. Here, we cover five of the most commonly used service reports.

## Service

<b>Post-Live Service Courses</b> <b>(Approximately 1 hour and 15 minutes to complete)</b>	
<b>Service – Post-Live</b>	This course contains additional Service learning, including Customer Overrides and Void/Re-opening ROs.

<b>Service Champion - All Service Set Up</b> <b>(Approximately 3 hours and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Service Set Up: Service Repair Order Detail</b>	This module shows you what you need to set up before creating repair orders in Fusion.
<b>Service Set Up: Service Repair Task Detail</b>	This module covers what you need to set up before you add tasks to repair orders.
<b>Service Set Up: Service Unit</b>	This module walks you through setting up all the background information you will need when creating service units.
<b>Service Set Up: Technician</b>	This module covers setting up technicians, skill levels, module types, and shift codes.



## Sales

Salesperson (Approximately 3 hours and 15 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Sales Daily: Deal Module	Learn all the ins and outs of the deal application and deal processing in the Sales module.

Sales Coordinator (Approximately 6 hours and 15 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Sales Daily: Unit Inventory Module	The crux of your sales business is the units you sell. In this module, you'll learn how to create and manage these units in Fusion.
Sales Daily: Local Purchase Order Module	This module walks you through LPO basics, how to create them, and how to report on them.
Sales Daily: Deal Module	Learn all the ins and outs of the deal application and deal processing in the Sales module.

Sales Coordinator with Accounting (Approximately 7 hours and 30 minutes to complete)	
Introduction to Fusion Basics	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
Sales Daily: Unit Inventory Module	The crux of your sales business is the units you sell. In this module, you'll learn how to create and manage these units in Fusion.
Sales Daily: Local Purchase Order Module	This module walks you through LPO basics, how to create them, and how to report on them.
Sales Daily: Deal Module	Learn all the ins and outs of the deal application and deal processing in the Sales module.
Sales Daily: Commission, Accounting, & After Sales	Need help with salesman commission, sales accounting, and after-sales commission and accounting in Fusion? You've come to the right place.

## Sales

Sales Management (Director) (Approximately 7 hours and 30 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Sales Daily: Unit Inventory Module</b>	The crux of your sales business is the units you sell. In this module, you'll learn how to create and manage these units in Fusion.
<b>Sales Daily: Local Purchase Order Module</b>	This module walks you through LPO basics, how to create them, and how to report on them.
<b>Sales Daily: Deal Module</b>	Learn all the ins and outs of the deal application and deal processing in the Sales module.
<b>Sales Daily: Commission, Accounting, &amp; After Sales</b>	Need help with salesman commission, sales accounting, and after-sales commission and accounting in Fusion? You've come to the right place.

Sales Champion - All Sales Set Up (Approximately 3 hours and 30 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Sales Set Up: Sales Utilities</b>	This module covers customer use in the Sales module, branch setup for Sales, and some other basic Sales setup items.
<b>Sales Set Up: Sales Unit</b>	This module covers what the set up in the Fusion business system for sales units.
<b>Sales Set Up: Sales Accounting</b>	This module will help lay the foundation you need to walk into the sales accounting setup prepared.
<b>Sales Set Up: Sales Flooring and Financing</b>	This module covers Financing and Flooring, both optional features; understanding them can be helpful.

## Lease/Rental

L/R Coordinator (Approximately 4 hours to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Lease/Rental Daily: Units</b>	You'll find everything you need to know about creating and searching for a lease/rental unit in this module.
<b>Lease/Rental Daily: Contracts</b>	From creating and searching for contracts to adding units, unit charges, and substitutions, this module has everything you need to hit the ground running with lease/rental contract creation.
<b>Lease/Rental Daily: Billing</b>	Invoicing billings, adding charges to a billing, and advanced billing are all covered in this module.
<b>Lease/Rental Daily: Fuel Billing</b>	This module covers all aspects of fuel billing within the lease/rental module.

L/R Manager (Approximately 4 hours to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Lease/Rental Daily: Units</b>	You'll find everything you need to know about creating and searching for a lease/rental unit in this module.
<b>Lease/Rental Daily: Contracts</b>	From creating and searching for contracts to adding units, unit charges, and substitutions, this module has everything you need to hit the ground running with lease/rental contract creation.
<b>Lease/Rental Daily: Billing</b>	Invoicing billings, adding charges to a billing, and advanced billing are all covered in this module.
<b>Lease/Rental Daily: Fuel Billing</b>	This module covers all aspects of fuel billing within the lease/rental module.

## Lease/Rental

Lease/Rental Champion - All Lease/Rental Set Up (Approximately 3 hours and 15 minutes to complete)	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>Lease/Rental Set Up: Lease/Rental Unit</b>	You'll find everything you need to set up your lease/rental units in this module.
<b>Lease/Rental Set Up: Lease/Rental Customer</b>	All things lease/rental customers are covered in this module.
<b>Lease/Rental Set Up: Lease/Rental Basic Contract</b>	This module covers some basic items you'll need to set up for your lease/rental contracts.
<b>Lease/Rental Set Up: Lease/Rental Accounting</b>	In this module, you'll learn about the accounting setup needed for your lease/rental module.

## Systems

<b>System Manager</b> <b>(Approximately 1 hour and 15 minutes to complete)</b>	
<b>Introduction to Fusion Basics</b>	Welcome to Karmak Fusion! Let's get started by learning about some Fusion terminology, navigation, and more.
<b>System Administrator Module</b>	If you're a Fusion system administrator, this course is for you. Here, we cover setting up users, user groups, departments, printers, customer reports, comment types, pre-defined comments, parameters, and user group permissions. This course also covers scheduling jobs.

## Reporting/FRW

<b>Fusion Report Writer Analyst</b> <b>(Approximately two hours and 15 minutes to complete)</b>	
<b>FRW Module</b>	This course will teach you all you need to know to get started in Fusion Report Writer, from basic navigation to creating analyses, reports, dashboards, and more!