Introduction

Welcome to this dynamic course on **Category Management in Procurement**. This program blends traditional procurement techniques with modern methodologies, equipping you with an in-depth understanding of how category management in procurement can unlock substantial value. By exploring how world-class companies adopt **strategic sourcing** and **category management**, you will learn to improve supplier sourcing, relationship management, and procurement category processes.

This course is designed to provide you with both theoretical and practical knowledge, allowing you to apply the tools and techniques that drive procurement excellence in real-world settings.

Targeted Groups

This course is designed for:

- **Procurement Managers**
- **Head of Logistics**
- **Inventory Managers**
- **Procurement Professionals**
- **Supply Chain Professionals**

Course Objectives

By the end of this course, participants will be able to:

- Demonstrate a deep understanding of **supply chain activities** and **category management processes**.
- Identify, analyze, and evaluate **procurement opportunities** and apply **strategic sourcing** techniques.
- Utilize various tools and techniques for **category management solutions**.
- Apply **analytical tools** to identify procurement and category management opportunities.
- Achieve **cost and service improvements** in procurement category management.
- Implement a framework for **continual improvement** in category management certification standards.
- Adopt best-in-class practices like **economic profit** in category management.

Targeted Competencies

Upon completion of this course, participants will develop the following competencies:

- **Analysis**
- **Evaluation**
- **Continuous Improvement**
- **Change Management**
- **Perspective Sharing**

Course Content Outline

Unit 1: Understanding Procurement and Strategic Sourcing in Category Management

- Definitions of **Procurement** and **Purchasing Management**.
- A vision for **21st-century procurement challenges**.
- **Supply Chain Basics** and the influence of the **global supply chain**.
- **Category management**: Definitions, evolution, and structures.
- Procurement structure options and supply chain models.
- Understanding **category grouping** and the three key aspects to consider.

Unit 2: Maximizing Value Through Procurement and Category Management Excellence

- The **Procurement Excellence Roadmap**.
- The role of **Category Management** in procurement value creation.
- How category management integrates with the **P2P** cycle.
- Maximizing value through **strategic sourcing** and category management.

Unit 3: Supplier Sourcing and Selection Routes in Category Management

- Revisiting traditional **purchasing** methods and the **P2P cycle**.
- Applying **value** and **risk analysis** to supplier selection.
- Utilizing the **Kraljic Matrix** for supplier sourcing decisions.
- Exploring **volume concentration** and **low-cost country sourcing** strategies.

Unit 4: Collaborative Supplier and Category Management Training

- The objectives of **Supplier Management** and fostering relationships.
- Best practices in **contract management** and **supplier relationship management**.
- Improving supplier development through **joint process development**.
- Strategies for disrupting and improving the **value chain**.

Unit 5: Recognizing and Overcoming Barriers to Category Management Solutions

- Identifying **common challenges** and conflicts in category management.
- Overcoming perception issues in **procurement** and **category management**.
- **Skillset enhancement** and applying best practices for **category management**.
- Managing barriers such as **fear of change** and **trust issues**.

Unit 6: The 4-Step Model for Introducing Procurement Category Management

- Conducting comprehensive **research** and **analysis** in category management.
- Designing and planning **new processes** and structures.
- Reviewing key operational questions and making category management a continuous strategy.

Unit 7: Rethinking the Supply Chain and Category Management Certification

- Predictions for the **future of supply chains** and the influence of global factors.
- Achieving **supply chain excellence** and its impact on **shareholder value**.
- Steps for developing a **supply chain strategy** and implementing best practices.
- The role of **economic profit** and steps to drive continuous improvement in the supply chain.

Conclusion

This **Category Management in Procurement** course provides participants with the essential tools and methodologies needed to drive procurement excellence and implement effective **category management** practices. By learning to strategically manage procurement categories, participants will be able to significantly improve supplier relationships, reduce costs, and achieve long-term value for their organizations.

Through this course, you will gain practical insights into optimizing category management, enabling you to excel in procurement and supply chain functions, ultimately shaping a robust approach to strategic sourcing and procurement management.