

Introduction

Welcome to this thorough training program on category management within procurement. This engaging course combines traditional procurement methods with contemporary tools, techniques, and approaches.

The purpose of this course is to provide you with a deep understanding of the meaning and importance of category management in procurement, as well as practical knowledge of how this strategy can deliver exceptional value. Discover how leading global companies implement strategic sourcing and category management techniques to greatly enhance supplier selection, supplier relationship management, and procurement category management.

Intended Audience

- Procurement managers
- Heads of logistics
- Inventory managers
- Procurement professionals
- Supply chain professionals

Course Goals

By the conclusion of this training program on category management, participants will be able to:

- Apply a comprehensive understanding of supply chain activities alongside category management processes
- Identify, analyze, and evaluate procurement opportunities and strategic sourcing techniques related to category management
- Use specialized tools and methods for category management solutions
- Understand the motivations and priorities of supply chain colleagues
- Utilize analytical tools to discover procurement and category management opportunities
- Achieve notable improvements in cost reduction and service quality within procurement category management
- Establish a framework that supports ongoing improvement in category management standards
- Implement best practices, including economic profit concepts, to enhance category management in procurement

Skills Developed

- Analytical thinking
- Evaluation techniques
- Continuous improvement methods
- Managing organizational change
- Sharing perspectives and insights

Course Content

Unit One: Understanding Procurement and Strategic Sourcing in Category Management

- Definitions related to procurement and purchasing management
- Developing a vision for procurement
- Challenges facing procurement in the twenty-first century
- Fundamentals of the supply chain
- The global supply chain and its impact
- Definitions and evolution of category management in procurement
- Basic principles and frameworks of category management
- Different procurement organizational structures
- Various supply chain models and types
- Overview of category grouping
- Key considerations when forming category groups
- Structures of category management

Unit Two: Maximizing Value Through Procurement and Category Management Excellence

- The roadmap to achieving procurement excellence
- Interaction between purchasing and supplier activities
- Reasons for adopting category management
- Ways category management enhances value
- How category management builds upon the procure-to-pay process and the procurement cycle
- Importance of category management within procurement
- Opportunities to create value through strategic sourcing and category management
- Integrating multiple approaches to maximize value

Unit Three: Supplier Sourcing and Selection Methods in Category Management

- Revisiting traditional purchasing methods
- The procure-to-pay and procurement cycle

- Conducting value and risk analysis
- Using the Kraljic matrix for category management procurement
- Strategies for concentrating volume and evaluating the best price
- Techniques for sourcing from low-cost countries

Unit Four: Collaborative Supplier and Category Management

- Goals of supplier management
- Managing supplier and customer relationships within procurement category management
- Best practices for managing contracts and supplier relationships
- Benefits and improvements through supplier development
- Joint development of processes and managing disruptions in the value chain

Unit Five: Identifying and Addressing Barriers to Category Management Solutions

- Common challenges and conflicts faced
- Issues related to perception in procurement category management
- Enhancing skills and adopting best practices in category management training
- Overcoming obstacles such as resistance to change and lack of trust

Unit Six: The Four-Step Model for Implementing Procurement Category Management

- Conducting thorough research and analysis in category management
- Designing and planning new processes and organizational structures
- Key questions for operations and ongoing review
- Establishing category management as a continuous, long-term strategy

Unit Seven: Rethinking the Supply Chain and Category Management Certification

- Future outlook and predictions for supply chains
- Impact of global influences such as China's supply chain
- Professional growth opportunities for procurement managers
- Steps to achieve supply chain excellence
- Ten key improvements for redesigning end-to-end supply chains
- Relationship between supply chain excellence and shareholder value
- Generating economic profit
- Five steps to achieve supply chain excellence
- Developing effective supply chain strategies

- Best practices in supply chain strategy
- A forward-looking vision for the future

Embark on this training to unlock the full potential of category management in procurement. Gain valuable insights designed to help you achieve excellence in procurement through this focused category management program.

Essentials of Category Management in Procurement

Within the field of procurement, category management stands as a key approach for effective cost control and optimizing strategic relationships with suppliers. Participants will explore a variety of courses on category management, discovering specialized training designed for purchasing managers that support the larger goal of enhancing strategic sourcing and category management skills. This strengthens the tactical side of purchasing and lays the groundwork for transformative improvements in procurement management. These focused category management training programs prepare procurement professionals to excel and develop agility in strategic sourcing and category management, ultimately defining the core principles of category management within procurement.