

# CATEGORY MANAGEMENT

## 1-Day 'Getting Behind Price and Cost' Training Workshop

**This 1-day training workshop is aimed at those in the organization who interface or interact with suppliers, or who are responsible for managing contracts or suppliers where there is significant spend or risk to the business.**

The course is designed to provide delegates with some key skills to better understand supplier's pricing and the true cost of what we're buying, and where we can influence this. Essential tools and approaches are included to help be more effective at contract and supplier management where price and cost are key considerations. It will also help to get the most from suppliers and the supply base.

The workshop is designed to be highly interactive with group work sessions to bring key concepts to life and delegates leave equipped with some key tools to help get behind price and cost.

The event is fully customizable and modules can be adapted to meet specific client requirements.

### **This course is suitable for:**

- ▶ Anyone who manages a supplier
- ▶ Anyone who interfaces with a supplier
- ▶ Anyone who wants to learn how to get behind price and cost

### **You may also be interested in:**

- ▶ **The Buyer's Toolkit** – Authored by Jonathan O'Brien, and published by Kogan Page, this book distils all the best practice tools (Category Management, SRM, Negotiation, Contract Management and Supply Chain Management) for professional buying and negotiating into a simple, jargon-free framework that can be picked up and applied by anyone who buys.
- ▶ **5i® Online** – Online toolkit, eLearning and resources for the 5i Category Management process and The Orchestra of SRM®.
- ▶ **Red Sheet® Online** – Online toolkit, eLearning and resources for the Red Sheet negotiation planning tool.

We charge per event based on a maximum of 20 delegates. Our fees include trainers, travel time (within the EU or US), preparation, basic customization and standard course hand-outs but exclude venue and facilities hire, reasonable expenses and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (although our global network of staff means we have most major locations covered). Unless otherwise agreed, all intellectual property used in training or in hand-outs remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the delegate who attends the training event in the course of their work for the company who engages us. Unless otherwise agreed, no electronic versions of the training materials will be provided. Making copies of, transmitting or distribution of any Positive Purchasing training materials is strictly forbidden unless we have provided a license to do so. The client is responsible for the provision of the training venue, delegate invitations, logistics and any equipment (as per our specification available upon request). We will supply a summary of course evaluations and feedback post event. Our payment terms are strictly 30 days from receipt of invoice.

## Course Content

- ▶ The price we pay – Introduction to the basics of buying and the difference between price and cost, and value
- ▶ How does price get determined? We show you some real examples
- ▶ Price model – the different types of pricing approach that suppliers use
- ▶ What we can do to improve our price position
- ▶ Getting behind cost - Purchase Price Cost Analysis
- ▶ Group work - do a cost breakdown
- ▶ Sources of information, and data gathering and analysis
- ▶ Total Cost of Ownership
- ▶ Group work - build a total cost model
- ▶ Acting on findings and using insights to leverage better buying outcomes or negotiate better deals
- ▶ Driving change in business behavior and making it happen

## Learning Objectives

By the end of this course delegates will be able to:

- ▶ Describe the difference between price and cost
- ▶ Describe and identify the different ways price gets determined by the supplier
- ▶ Conduct a cost breakdown for a simple product or service
- ▶ Determine when it is appropriate to use cost breakdowns
- ▶ Determine where we are able to influence or improve the pricing that suppliers present
- ▶ Build a Total Cost of Ownership model
- ▶ Apply the insight gained from working with price and cost tools, to improve their buying position or negotiate more effectively

## What You Will Get

This training is delivered by two highly experienced procurement experts and can be delivered exclusively for your company at almost any location worldwide.

Different language options are available, and a summary of course evaluations and feedback will be provided after the training.

Delegates will receive:

- ▶ 3P agenda and joining pack sent out in advance to all delegates
- ▶ Full colour workbook hand outs
- ▶ A certificate for all delegates who complete the course