

CATEGORY MANAGEMENT

1/2-Day Executive Training Workshop

A half-day specialist high-level Category Management course aimed at senior management and executive teams in companies implementing Category Management or contemplating implementing the approach. Delivered by a partner-level specialist as an interactive workshop, it combines an exploration of the principles of Category Management (including a taster of some key tools) with working sessions to relate the process to the organization. These working sessions are invaluable in terms of helping senior individuals understand and embrace their role to support the process.

This course will galvanize the senior support necessary to realize significant business benefits around reduced price and cost, reduced supply base risk and to unlock innovation and greater value for your most important categories of spend.

Our standard executive awareness training is half a day, however, as with all our workshops this is flexible and we can adapt the agenda and content to suit. Delegates receive a copy of materials used and a 5i® (or company-specific) process.

This course is suitable for:

- ▶ Senior procurement individuals
- ▶ Senior stakeholders
- ▶ Executive-level individuals

You may also be interested in:

- ▶ **5i Online** – Business results come through turning training into action, and practitioners will need access to the Category Management tools, templates and even refresher training. 5i Online is a subscription based online tool that provides your team with the complete and regularly updated suite of category management support tools. Available on an annual subscription basis with significant discounts if purchased with classroom training.
- ▶ **Category Management in Purchasing** by Jonathan O'Brien – A best selling book in its class that has helped tens of thousands of practitioners around the world to understand and apply Category Management. We can provide copies of this book at a discounted rate to delegates to support the training. The author is also available to lead some courses.
- ▶ **Governance** – Realize game changing benefits in your organization by making Category Management 'the way we buy'. We can help drive in the governance framework necessary to make Category Management a highly successful contributor to business success. We will work with your senior team to implement approaches around category segmentation and prioritization, project planning and reviews, benefits tracking, capability development and internal communications.

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

- ▶ Procurement as a contributor of real value and building competitive advantage
- ▶ What best practice procurement looks like - what mature organisations are doing
- ▶ Introduction to Category Management (foundations, pillars and phases)
- ▶ The breakthrough benefit possible
- ▶ Exploring the Category Management toolkit
- ▶ How suppliers gain advantage including a taster session exploring one analytical tool
- ▶ Making Category Management a success in the organisation including governance required
- ▶ The role of senior teams to support Category Management

Learning Objectives

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

- ▶ Describe what Category Management is and how it adds value to the organization
- ▶ Describe why Category Management is an essential business process
- ▶ Describe the key principles and stages of Category Management
- ▶ Put in place the appropriate governance approach to enable Category Management
- ▶ Play a key role to enable and support the process and realization of benefits

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:

- ▶ Full colour workbook containing summary of topics covered
- ▶ Laminated 5i Category Management process
- ▶ A certificate for all delegates who complete the course